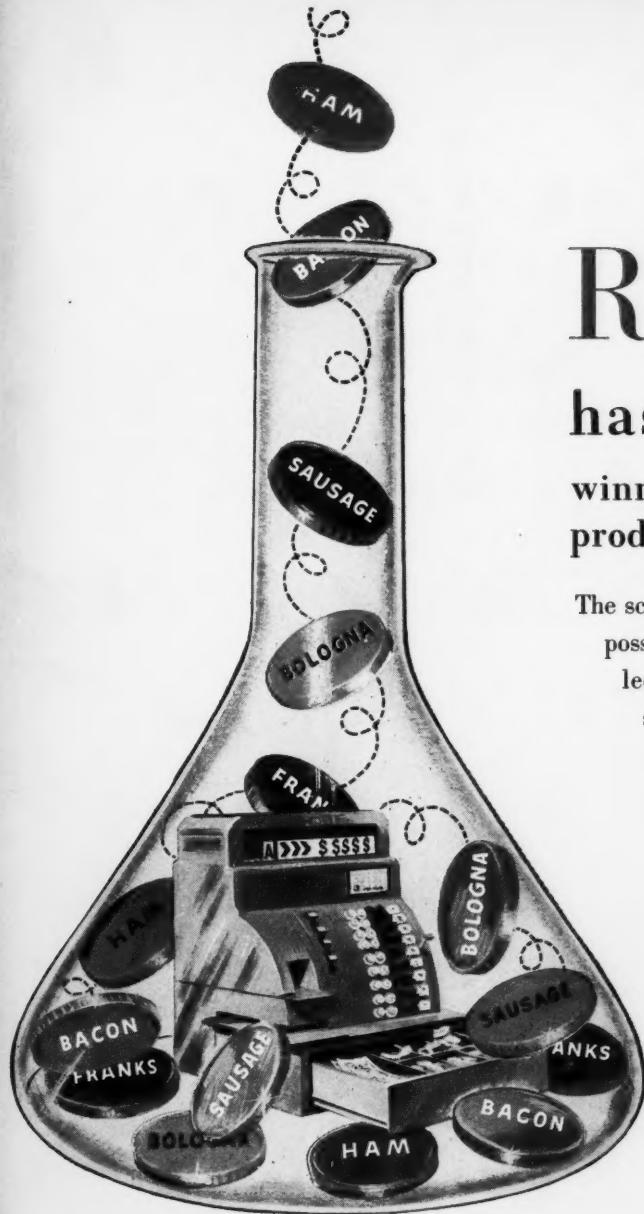


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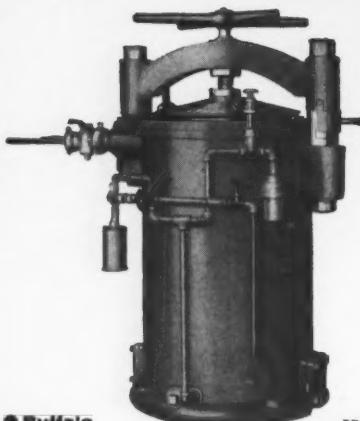
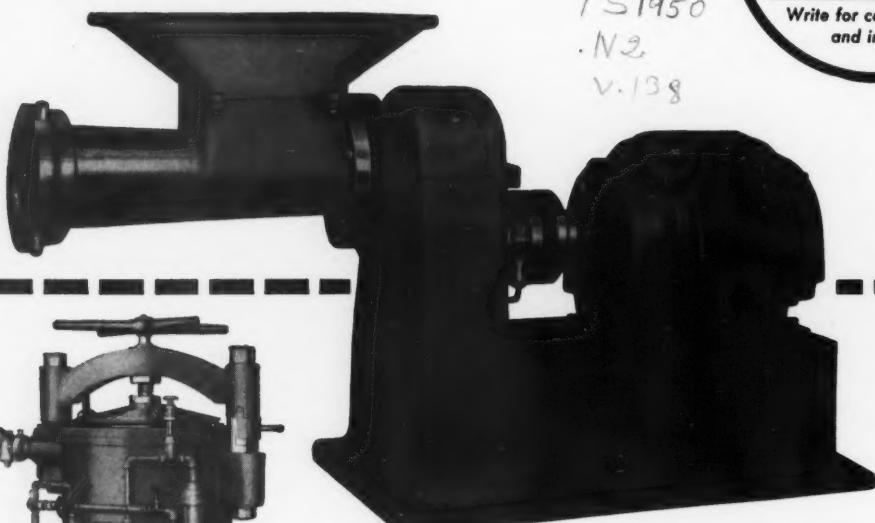
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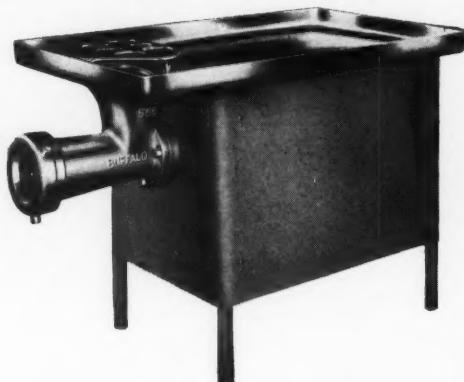
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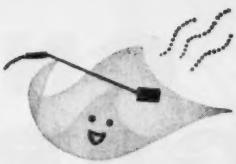


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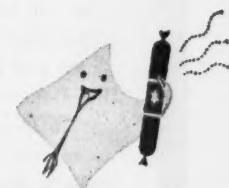
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THE NATIONAL PROVISIONER, JANUARY 4, 1958

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THE NATIONAL



Provisioner

VOLUME 138 JANUARY 4, 1958 NUMBER 1

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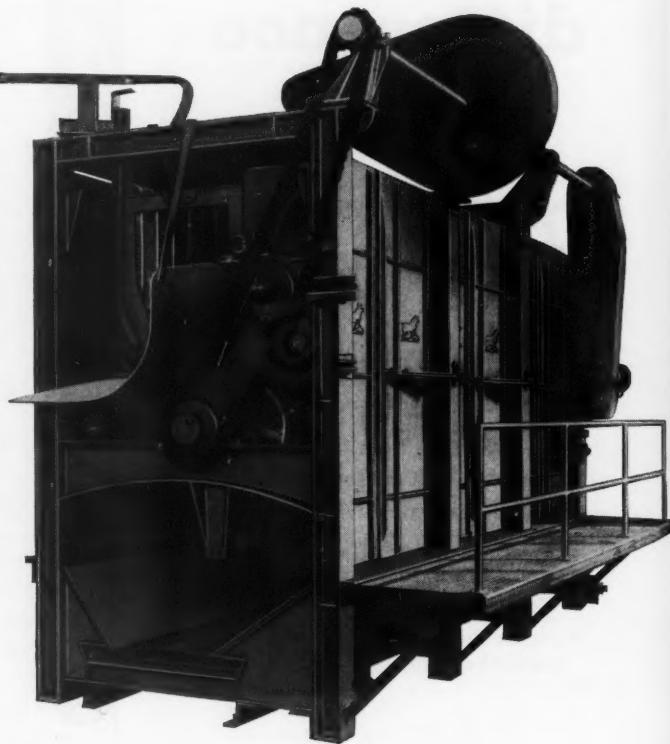
The lower shaft with ten point scraper stars runs at 55 RPM; the upper shaft with six point scraper stars runs at 100 RPM. Both shafts turn in the same direction.

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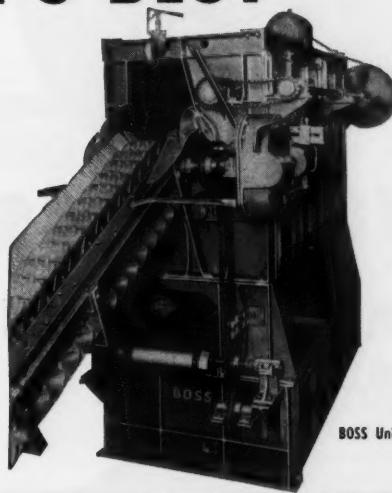


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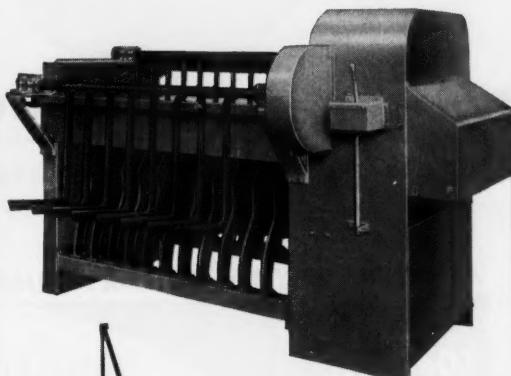
CHAS. G. SCHMIDT

"BOSS" dehairers are built in sizes to fit

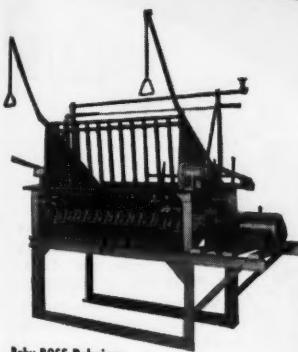
your plant; but large or small they dehair hogs clean and fast. The same sturdy construction goes into small machines and large machines alike. They're built for a lifetime of service and the cost of operation is low. Adjustment and maintenance points are easily accessible, and replacement parts are carried in stock. All motors are standard. Efficiency and stamina have been proved by years of operation in packing plants all over the world. A list of users is available, ask for it when considering the purchase of a dehairer.



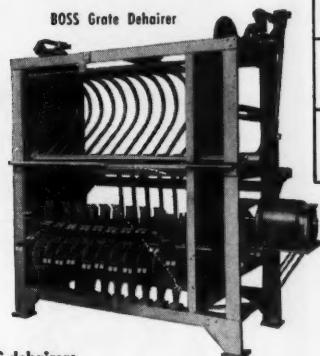
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BOSS Grate Dehairer

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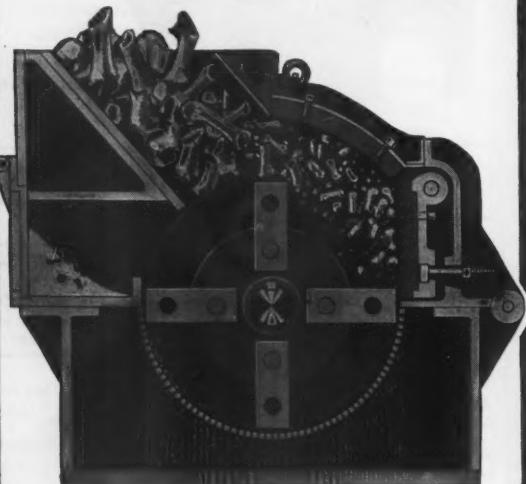


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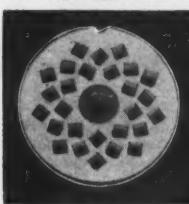
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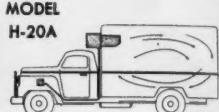
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News and Views

THE NATIONAL

PROVISIONER

VOL. 138 No. 1

JANUARY 4, 1958

Capacity=Pressure

In some of the reports for fiscal 1957, packers have mentioned a relative shortage of livestock as one of the reasons why their results for the year were mediocre to poor. This may appear strange in view of the fact that federally inspected slaughter of cattle during the fiscal period was only a few thousand head smaller than in the preceding year, and that hog slaughter was only 8.9 per cent lower than in the 1956 fiscal year.

We believe, however, that the meat packing industry has reached a stage of development—technical, geographic, cost-wise and capacity-wise—at which even small declines in the supply of livestock appear to bring about a disproportionate intensification of competition for animals and to have a disastrous effect on the margins of some companies.

While acknowledging that the figures are "guesstimates," we believe that the federally inspected plants of the meat industry now have a "comfortable" slaughtering capacity of 23,000,000 to 25,000,000 head of cattle per year and perhaps 90,000,000 to 95,000,000 hogs. Including the non-federally inspected segment of the industry, total slaughter capacity in the United States may well be in excess of 33,000,000 head for cattle and 115,000,000 to 120,000,000 head for hogs.

It is not surprising, therefore, in view of this excess of capacity (30 to 50 per cent) over high average slaughter volume, that the industry feels so keenly the effects of relatively small variations in livestock supplies.

Although the industry may be somewhat "overbuilt" in total plants and capacity, it includes a good many units which are obsolete from the standpoint of management and/or buildings and/or equipment and/or geographical location.

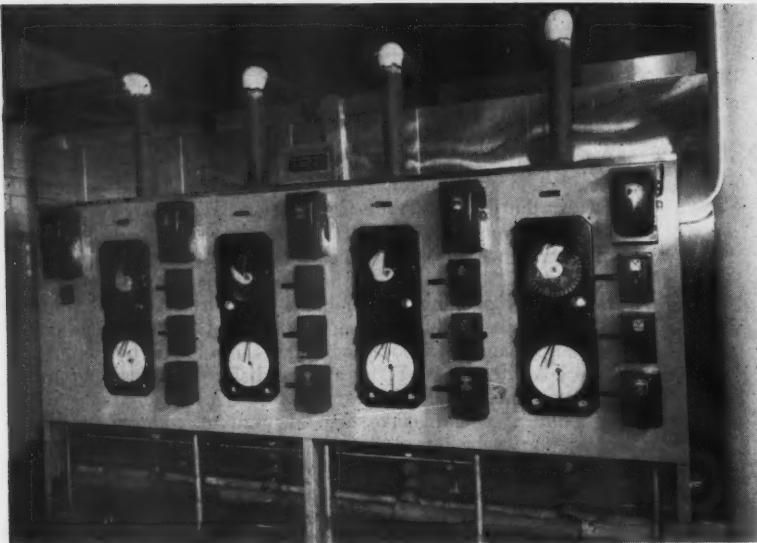
It is difficult to see how some of these marginal and sub-marginal packinghouses can survive for long in an industry where the pressure of costs is rising steadily. There is no doubt, however, that so long as they do survive, they will continue to contribute to the hectic battle for volume at any price.

Several Bills that would have a direct effect on packers will come before the 85th Congress, reconvening on January 7. S-1356, HR-5282 and similar pending measures would transfer jurisdiction over packers from the U. S. Department of Agriculture to the Federal Trade Commission. HR-9020, the compromise bill, would give the FTC jurisdiction over food chains and other firms with incidental meat packing interests, leaving packers under USDA authority. So-called humane slaughter legislation also is pending in a number of forms. Another bill that would require a drastic departure by the USDA from its policy of many years is HR-9546, which was introduced by Rep. Abraham J. Multer (D-N. Y.) on the day before Congress adjourned. The measure, which is pending before the House committee on agriculture, would make federal grading compulsory. New legislation to be introduced in the coming session will include a bill asking the USDA to recognize California state meat inspection. The bill will be supported by WSMPA.

The Preparation of sausage and meat loaf by Giant Food Shopping Center, Inc., Washington, D. C., does not make the supermarket chain a "meat packer," the Federal Trade Commission has ruled in rejecting the company's contention that it is under the exclusive jurisdiction of the Department of Agriculture because it processes meat. The ruling reversed an initial decision by examiner Frank Hier, who had dismissed for lack of jurisdiction an FTC complaint charging Giant with inducing illegal advertising allowances from its suppliers. Giant buys no livestock for slaughtering and claims no ownership of or interest in a packing establishment, the FTC opinion pointed out. "Furthermore," the decision said, "respondent's processing operations are essentially limited to point-of-sale preparation and over-the-counter sale of its meat loaf and country sausage—ordinary and usual in the retailing of meat." The case was sent back to Hier for decision on its merits. The FTC in November also vacated an initial decision by Hier and ruled that Crosse & Blackwell Co., Baltimore, is not a "packer" under the Packers and Stockyards Act although it produces items containing meat.

The Average American consumer ate about 159 lbs. of meat in 1957, his share of the more than 27,000,000,000 lbs. produced in the year, George Stark, chairman of the board of the American Meat Institute and president of Stark, Wetzel & Co., Inc., Indianapolis, estimated this week. "Total production was only slightly lower than the record 28,000,000,000 lbs. produced in 1956," he pointed out, "but with the rapidly increasing population, per capita consumption dropped about 8 lbs. Meat production in 1958 will be about the same as in 1957 and, since there will be more people, per capita consumption will drop a little, perhaps 1 lb., this year." Slightly more than half the 1957 production was beef, about 30 per cent was pork and the balance was veal and lamb. Profits on 1957 business in the meat industry were generally unsatisfactory and much lower than the preceding year, the Institute chairman reported. He blamed widely fluctuating supplies of livestock and high costs for some of the profit decline. "A somewhat better distribution of supplies is hoped for in 1958 which may permit an improvement in the industry's earnings," he said.

New York Packers are the latest to form a state organization. The New York State Meat Packers Association, headed by Louis Wand of Middletown, heard details of the new state-wide meat inspection program at the group's organizational meeting in Albany. (See story on page 19.)



INSTRUMENT PANEL controls smoking, steaming and showering in bank of four smokehouses.



THIRD AND FOURTH generations at helm of firm are J. Ralph Bourassa, president, and J. Ralph, jr., vice president and manager.

flow layout. The plant includes such features as cream-tile construction from floor to ceiling, ultra-violet ray lamps, automatic conveyors that quickly move products through every plant operation with a minimum of

Progressive Canadian Meat Firm Is 100 Years Old

AMONTREAL firm believed to be Canada's oldest meat processing company is observing its 100th anniversary. The century-old Noe Bourassa, Ltd., also claims to be the largest meat processor in the province of Quebec.

The business, founded by Jean Baptiste Bourassa in a stall in Montreal's Bonsecours Market, has outgrown three plants in addition to the original market space and now operates a modern new plant in suburban Mount Royal.

Although the firm's long life and growth can be accounted for by quality products and progressive management by four generations of the Bourassa family, the apt name chosen for the company's meat products also must have helped turn many an eye

towards its label in French Quebec. Products are distributed under the name of "La Belle Fermiere" (the beautiful farm woman).

The company is one of a few in North America that can boast of 100 years of continuous operation under the same one-family ownership. Third and fourth generation Bourassas are presently active in the firm's management, and a fifth generation is being groomed to carry on the business.

The founder's grandson, J. Ralph Bourassa, is president of the company, and the president's son, J. Ralph, jr., is vice president and general manager. The latter's sons are expected to take over eventually.

The present plant at 1500 Cote de Lisse road was opened in 1955. It has a modern straight-line product

manual handling, electronically-controlled smokehouses and coolers where temperature and humidity are automatically balanced.

Raw materials are received at one end and processed along the line until finally ready for sale and shipping at the other end of the plant. The firm does no killing.

The receiving dock can accommodate two reefer railroad cars along with a number of trucks. Hog carcasses are electrically hoisted onto a mono-rail system and weighed into the pork holding cooler. The carcasses are, at this point, moved out to the cutting room where meats are readied for several types of sausage and various cuts.

Hams, bacon and shoulders are fed
[Continued on page 18]



MODERN PLANT now occupied by firm was opened in 1955 after company outgrew three other plants in addition to original market stall. Visitors (right photo) watch bacon being sliced and packed during special 100th anniversary tour sponsored by Noe Bourassa, Ltd.





BILLBOARD FRONTING main highway was presented to Miss Beesley by employees as Christmas gift. Founder cuts 11th anniversary cake above.

A STAR

Rose in Alabama ★★

LIKE the much publicized Sputniks, Beesley Packing Co., Inc., Andalusia, Ala., is symbolized by a shooting star and had its start from a somewhat surprising source. Unlike the controversial satellites, the company's "Stellar" brand is steadily enlarging its orbit with signs of growing popularity.

Plans for the immediate future are the completion of changes to improve efficiency in the plant and expand sales beyond the present area. Recent establishment of Beesley Packing Co. of Florida, Inc., at Pensacola, is extending the firm's sphere of influence into another state.

Proving that a woman can have a meteoric start and continuing success in a field usually reserved for men is Miss Stella Beesley, founder, chairman of the board and active manager of the company, which celebrated its 11th anniversary in December. With enthusiasm and a sense of humor, Miss Beesley, besides doing a good job of plant supervision, also finds time for hobbies of fishing, club work, sewing and cooking. She is secretary-treasurer of the Alabama Meat Packers Association, secretary of the auxiliary of the state cattlemen's association and an active participant in the work of the National Independent Meat Packers Association.

Other officers of the Beesley corporation are G. H. Proctor, president; Thurman Wells, vice president and sales manager, and Perry Beesley, secretary and mechanical supervisor.

Buildings are located at the crest of a long hill two miles northwest of Andalusia, near the center of a company-owned 108-acre tract. A large attractive billboard fronts on the main highway and directs visitors up a gently sloping side road to the plant.

When Miss Beesley went to work as bookkeeper at the nearby M. V. Stokes Packing Co. in 1942, she had little thought that two years later she would take over the unsuccessful firm, change the name to the Stella Beesley Packing Co. and develop the business into a profitable

enterprise. After only a few years of operation, increasing business made the old plant inadequate and plans were drawn for a new plant on the present site.

Beesley Packing Co. marks its start from 1946 when the first construction was completed with the help of original employees who furnished labor on the building and went to work in the finished plant. Production started with 25 employees, who slaughtered a small number of livestock and manufactured 1,000 lbs. of sausage a day. The firm has grown to have 70 employees and a weekly schedule of 300 hogs, 100 cattle and over 40,000 lbs. of manufactured meats. More than 50 per cent of the entire tonnage is converted into sausage.

Plans are underway for changes to improve overall plant efficiency, quality of product and service to customers in preparation for extending sales over a wider territory, says Miss Beesley. The Pensacola branch, created by taking over an old, established meat concern, is being remodeled



DEMONSTRATING MEAT cutting to high school class is James Lunford, shipping supervisor. Youngsters are encouraged to visit.

and modernized to produce a more complete line of meats. Capacity of the sausage kitchen is being increased.

The Andalusia plant is built mostly on one level, with a second story over the shipping and order cooler. Upstairs is the office, a homelike reception room and a combined test kitchen and dining room. Plant supervisors meet in the dining room on Friday morning to verify the eating quality of the company's meats and test competitors' products, which are personally prepared by Miss Beesley. The kitchen and reception room are made available to civic groups for meeting and dining.

Advertising of the firm's products by newspaper, radio and TV is supplemented by point-of-sale promotion. During "over the fence" radio programs, housewives are called on the telephone and a free ham is given to each possessing a label from certain of the company's products. Demonstrations are sponsored regularly in schools and before other interested groups to promote the proper cooking of meat. The public is urged to visit the plant.

"We never pass up opportunities for children to inspect our operations," emphasizes Miss Beesley.

After a tour of the plant, youngsters are fed wieners and soft drinks, given a talk on the importance of meat products and photographed. The company is well-known for preparing pit barbeques for community gatherings.

Meats are marketed largely in two top grades. The first grade "Stellar" brand name is derived from the given name of Miss Beesley; the design depicts a shooting gold star against a blue sky.

Skinless wieners are made in only one size, stuffed in 23 mm. casings to make 12 links to 1 lb. Bologna is made in three grades and stuffed in round, clear cellulose casings to an 8-lb. weight. A garlic bologna is made in a like manner to weigh 3 lbs. A regionally popular all-pork smoked sausage is ground through a 3/16-in. plate, stuffed in unlinked medium hog casings and packed to weigh 15 lbs. in a general utility wooden-lattice market basket. Fresh sausage is stuffed in 1-lb. cellulose rolls and packed in 10-lb. waxed cardboard cups. Souse is formed and



HIGH SCHOOL visitors line up outside Beesley plant beside one of company's delivery trucks and most have big smile for photographer.

shipped in Basic Food Materials Bakerite containers.

The company celebrated its 11th anniversary last month with a party for employees, their wives or husbands, and the board of directors. Approximately 150 persons attended. The program, built around "Our Company," pointed up the importance of each person's contribution to the firm's growth and success. President G. H. Proctor spoke on "Our Company Is an Incorporation." Office manager Carey Tiller discussed "Who Is the Company?" A panel composed of the supervisors and a member of the sales force then described the company in detail.

Climax of the program was the presentation of service pins by Miss Beesley. Ten-year pins were received by two board members and two employees, and five-year pins were awarded to four board members and two employees. The pins, awarded at intervals of five years, are impressed with a gold shooting star on a blue background; small numerals indicate the years of service. The December presentation brought to 41 the number of employees and directors recognized for five or ten years or more of service.

National Food Conference on Feb. 24 to Emphasize Importance of Good Nutrition

The entire food industry needs to focus the attention of the nation on the necessity for good nutrition and on the work still to be done to make America a better-fed country, according to Homer R. Davison, president of the American Meat Institute and chairman of the planning committee for the National Food Conference, February 24, in Washington.

"In recent years," Davison said, "everyone in the food industry has witnessed a rising consumer indifference to the necessity for an adequate and balanced diet. Food fads, self-prescribed diets and the American tendency to hurry and rush have, in many instances, made food seem



H. R. DAVISON

non-essential and resulted in meals lacking the nutrients essential for good health."

At the same time, he pointed out, food has become a scapegoat and whipping boy for the uninformed, who berate the industry for product costs even though food prices have actually decreased in the past few years. Grocery prices, he said, have declined 2 per cent since 1952, while overall living costs are up 6 per cent.

To highlight the importance of food and of good nutrition, the nation's major farm and food organizations—farmers, processors, distributors and merchandisers—joined together to sponsor the National Food Conference. Charles B. Shuman, president of the American Farm Bureau Federation, is general chairman. President Eisenhower will make the opening address, and leaders in education, medicine, nutrition and business will discuss the importance of food in the

welfare of the American nation.

The two-score organizations planning the Conference will tie many of their national promotional and advertising activities in with the Conference and its "Food Comes First" motto in both the months preceding and those following it.

At the local level, the National Farm Bureau will soon distribute special kits to its representatives in every state of the union. These outline ways in which women's clubs, schools, service organizations, PTAs, medical societies, and others can dramatize need for better nutrition.

"The Conference itself will ask questions, develop ideas, stimulate interest and point up the facts of food to the invited guests and to the consumers of the United States," Davison explained. "Everyone eats, but according to the many studies made, much of America eats without plan or purpose, thus failing to secure optimum nutritive values. The food industry can perform a public service by focusing attention on this fact and bringing out the need for better nutrition for both youths and adults."



WORK ON NEW 96-ft. holding cooler proceeds in spite of the cold weather.



GUS GLASER checking plans for expansion.

Glaser Not Holding Back, But is Looking for Opportunities

DESPITE predictions of an impending recession, and uncertainty which has made some business firms venture with greater caution, Gus Glaser Meats, Inc., of Fort Dodge, Ia., is in the midst of six different development projects, each of which is aimed at taking advantage of an opportunity or a carefully-calculated nearby possibility.

The company moved into a new plant in 1946 and since that time has more than doubled the size and output of the establishment. Distribution of Glaser sausage and luncheon meat has been widened so that almost all of Iowa is covered. To management, however, establishment of statewide distribution was only one step; owner Gus Glaser recognized that the Iowa territory must be sold more intensively or the firm would have to

branch out into other states. Since the firm was not ready for the latter step, plans were made to increase production, extend the area of deliveries and strengthen sales to retailers already supplied. A search was begun early in 1957 for practical ways to secure the desired results.

During the past six months the firm has moved rapidly. A beef plant at Sioux City has been taken over and put in operation. A new position of sales executive has been filled. Work has been started on a 38 x 96 ft. beef holding cooler. New labeling has been developed for the firm's line of self-service meats. Arrangements have been made for obtaining considerably more freezer storage space at a nearby location. The company has taken advantage of an opportunity to purchase additional equipment at a bargain.

The subsidiary beef plant at Sioux City assures a steady supply of raw material and has reduced long distance procurement costs. The plant, which was once owned by a group of supermarkets, started operations in October under the management of Jim Glaser. Weekly slaughter of 150 cattle is largely absorbed by the Fort Dodge plant which operates under the supervision of Bob Glaser.

The position of sales manager and director of marketing was taken over in November by Gerald E. Tiffany, who has wide previous experience in this field. Creation of the position was necessary to spread some of the management responsibilities which were accumulating under the rapid expansion of the company, says Gus Glaser. Sales throughout the state will be intensified by stepping up advertising and developing more effective distribution. The existing 23 routes will be expanded and strengthened under the direction of three traveling supervisors. A training program is being instituted for both older employees and student salesmen. Trainees will be kept in reserve at all times.

Advertising is being increased in all standard media. As part of this plan, the company recently began sponsorship of a nationally popular half-hour TV program aimed at the younger generation. This is the Casey Jones show which involves audience participation and makes available to small fry a gold-faced membership card as an honorary engineer on the Cannonball Express. In all advertising the name of the firm is emphasized over product identification.

The new beef holding cooler is



MARKETING director G. E. Tiffany stands beside one of the three new station wagons which have been acquired as general utility conveyances for the use of the Iowa organization's sales supervisors.

being built adjoining the west side of the main building. It was designed to federal specifications by the architectural firm of The Griffith Co., Fort Dodge, Ia., and the brick and concrete structure will conform in appearance to the rest of the plant. The roof consists of 4 in. of poured concrete supported by 24-in. wide Sheffield beams spaced on 18-in. centers. The 18-ft. long beams are made of preconstructed 5 x 8 x 12 in. blocks stiffened with 1½-in. diameter steel rods. The unit is cemented together so that no steel is visible on the finished beam. The poured concrete will be topped with 5 in. of Styrofoam insulation finished by a 20-year bond three-ply pitch and gravel roof.

Walls now going up are 15 in. thick and consist of 4 x 5 x 12-in. light brown salt-glazed tile on the outside, 4 in. of Styrofoam insulation and inner finish of cream glazed tile from floor to ceiling. The floor will be 4 in. of reinforced concrete laid on 12 in. of densely packed gravel. Track switches will be by LeFiell, stainless steel doors by Jamison and cooling by two 10-ton York blower-type finned coil floor units.

Electrical service for the entire plant has been modernized and made adequate for future needs by installation of a new cut-out switch and distribution panel. The power for the entire plant can be disconnected by a single automatic switch and individual departments are mechanically guarded against damage from overloading. Maintenance is speeded up.

Glaser's line of self-service Saran-wrapped luncheon meats has been given improved consumer acceptability by adoption of a new line of labels supplied by the Muirson Label Co., Peoria, Ill. The brightly lithographed labels combine ready identification with appetite appeal. A 1-lb. "Smorgasbord" package is assembled with flat-shingled, equal portions of "Luxury" spiced luncheon, minced luncheon and pickle and pimento loaves. A 1-lb. "Family" package contains three different luncheon meats combined in one stack. A meaty souce is packed in chub form.

More freezer space is being obtained by taking over the facilities of a nearby abandoned turkey processing plant where space for storing 300,000 lbs. of meat will be available.

This fall the firm purchased a selection of equipment from an Omaha meat packing concern which has gone out of business. The processing machinery will be installed to increase plant capacity. Eight International trucks with well-insulated stainless steel bodies have been acquired.

Canadian Firm Marks 100

[Continued from page 14]

into gravity chutes which take them to the curing area below. Immediately off the cutting department is the grinding room where meats are readied to be stuffed either into natural or artificial casings.

The sausage stuffing area is next in line, and a number of air-operated stuffers supply sausage to groups of linkers. The linked sausage is then put through a chill cooler. It enters at the stuffing room end and comes out the other, chilled and dry, ready for packaging. The packaging room is a large and bright area where all packaging is done under very close supervision.

The other side of the building, which is separated in its entire length by a mono-railed feeder corridor, is given over to cured, smoked and cooked meats. A Penetronic bacon press, supplied by Griffith Laboratories, Ltd., speeds up the curing of bacon.

Four single rail Atmos air-conditioned smokehouses were manufactured and installed by Fort Engineering and Sales, Ltd., Montreal. Smoking, steaming and showering operations are controlled from an instrument panel located on the east side of the bank of four houses.

Temperature and humidity within the smokehouses are automatically controlled throughout the entire processing cycle by means of Taylor recording temperature and humidity controllers. The temperature and the relative humidity are increased automatically during the process by means of cams mounted on the control instruments and cut to suit the various conditions required for any given product.

The installation of these units has resulted in lower operating costs, reduced smokehouse shrinkage and shorter processing times, according to company officials.

All ductwork is stainless steel and fitted with large cleanout openings to facilitate cleaning and maintenance. Heat, smoke and humidity are introduced through nozzles located close to the ceiling at the sides of the cabinet and leave the cabinet through the return ducts, located above the railing in the center of the cabinet.

The smoke generator is a separate unit located at the front of the equipment area. The smoke on leaving the generator passes through a screen filter and water baffle spark arrester, to insure a clean, bright product. Products such as ham and bacon come out of smoke golden brown in color.

Foremanship

By C. A. THOMAS

HE'S ALMOST perfect—but! Al is a working foreman in charge of the cattle kill in a small plant. He gets excellent results, killing as many as 1½ head per manhour and runs the department in the way that his men and management like.

As a working foreman he uses a knife at any station when needed. He carries out the responsibilities of a supervisor well: scheduling work, placing men on jobs; checking hide takeoff, watching the splitting and other work. His ability to perform any job on the floor is outstanding. The men do not resent it when he sets a steady pace because they admire his skill and know-how. He has an easy and quiet way of working into the gang.

Al is extremely proud of his gang and has their respect because he shows no favoritism and deals fairly. He has patience. He remembers that he was once one of the gang and had a foreman who was bossy, irritable, impatient and upset the group by his conduct. Now that he heads the crew he keeps in the background. He has skillful workmen because he trains men for their jobs. He gives them time to learn and encourages them as they progress. When he has to switch men around he always has one able to do the job. He plans the work so the men know how much is ahead each day and experiences few interruptions or delays. He is keen about output and tries to find ways to increase it by improving methods.

It looks like he is darned near perfect.

Not quite. He is strongly selfish about his department and fails to cooperate with others. He reluctantly joins the other foremen in meetings with management; he wants his supervisor to leave him alone; he knows he runs his gang efficiently and he believes that is all that's necessary. He fails to understand that cooperation means working with everybody in the organization as well as in his own department.

Some foremen are like that.

1958 Hotel Exposition

Alfred Lewis, general manager of the Hotel Taft in New York City, has been appointed chairman of the 43rd National Hotel Exposition, which is scheduled for November 3-7, 1958, in the New York City Coliseum.

New York Packers Form State Group, Hear Details of New State Inspection Program

A highly-successful organizational meeting of the newly-formed New York State Meat Packers Association was held on December 20 at the Hotel Ten Eyck in Albany. Representatives of more than 60 small meat packing firms from all over the state braved a torrential downpour that night to help get the organization rolling into high gear and to hear Dr. Donald Dean, D.V.M., of the state health department discuss the new state meat inspection program which went into effect on December 16.

The meeting was opened by Louis Wand of Middletown, president of the association, who gave the reasons for the formation of the group, the first such statewide organization of packers in New York. Wand cited some of the common problems besetting smaller meat processors who are not large enough to be able to qualify for federal inspection: 1) multiple inspections by local and county health departments and the state department of agriculture; 2) trade barriers that result from this chaotic inspection situation, and 3) added complications that may arise from the new program.

Dr. Dean pointed out that it was just for these reasons that the new inspection program was set up. It is designed to establish uniform inspection procedures, develop coordination among the local health departments, and eliminate the trade barriers. The aim, he stated, is "to protect the industry as well as the consumer."

The program, Dr. Dean explained, is not imposed by the state, but each health district, whether city, county or smaller, may apply to be placed under the program. When the health district's application is accepted, each meat processor in that district can then apply for his establishment number. When the processor gets a number and the state-approved stamp is put on his products, he can ship anywhere in the state. Shipments of state-approved meat cannot be refused by any other district, including New York City, Dr. Dean pointed out. No district, however, is compelled to join the program.

Each local department of health will carry on the inspections under the supervision of the state health department; the local sanitary code must, of course, be consistent with the state code. The state will pay up to 75 per cent of inspection costs, the percentage depending on the size of the district and its budget.

Dr. Dean assured the group that establishments under the program will be given ample time to effect any "housekeeping changes" necessary to conform with the new regulations. Every effort will be made to coordinate inspection activities with the state department of agriculture, which will still continue to have the licensing authority, he said.

The health department is "delighted" to have a meat packers association to deal with and looks forward to the help and cooperation such an association can give it, Dr. Dean told the group. When the department was drawing up the program, he said, it was at a disadvantage because it had no statewide organization of packers to consult.

J. L. Deutsch, NYSMPA general counsel, reported that prior to the meeting, Dr. V. A. Van Volkenburgh, assistant commissioner of the health department's division of local health services, had personally encouraged the forming of the association, promising him every cooperation with the organization and its members.

Consensus of the group at the Albany meeting, after hearing Dr. Dean's explanation and answers to the many questions fired at him, was, as one member put it: "It could be the best thing that's ever happened to the small meat packers of the state." There was general agreement with president Wand's statement that "now, more than ever, do we need a combined, organized voice to speak in our behalf."

The other officers of the association are: vice president, Kenneth Parnett, Woodstock; secretary, Harold Wasserman, Schenectady, and treasurer, Mike Farber, Liberty.

The next meeting has been set for Friday, February 7, in Utica, N. Y. A committee composed of Louis Wand, Kenneth Parnett and J. L. Deutsch will meet beforehand with both the department of agriculture and the department of health to discuss the new program in more detail.

West Virginia Regulations

New state sanitary regulations covering slaughterhouses and meat processing plants not under federal inspection became effective January 2 in West Virginia. The condition of buildings, equipment, transportation facilities and personnel is covered by the regulations, to be enforced by the state agriculture department.

Common Errors in New Item Test-Marketing Are Listed

The eight most common errors in test-marketing new products, as observed by A. C. Nielsen Co. in its work with food and drug manufacturers, were listed by Arthur C. Nielsen, jr., president, at a new products seminar in New York City.

They are: failure to select an average market; failure to develop a promotional plan; over-spending on promotion in a test market; failure to measure the total market, including competition; failure to measure all possible sales-influencing factors; failure to allow enough time for customers to buy and re-buy; failure to expose product to competitive counter-attacks and failure to employ proper sales-auditing procedures.

The number of products being offered to the public today is so large and the marketing process so complex that it is virtually impossible to foretell in the conference room the success of a new idea, he said. "Whether a product innovation will pay off can be known only after it has been tried," Nielsen emphasized. "It has been our experience that a good number of marketing problems can be solved by means of controlled market tests."

Examining the consumer sales trends of groups of selected food commodities, Nielsen pointed out that old, established items in certain lines rose only 5 per cent in sales from 1948 to 1955 while new or improved products gained 513 per cent. Within a group of 100 food and drug commodities, three out of every ten leading brands were knocked out of first place by new brands in ten years.

Meat Packers Show Little Interest in Vermont Site

Meat packing companies have indicated little or no interest in establishing plants in Vermont, according to Elmer E. Towne, state agriculture commissioner.

The Vermont Development Commission, in cooperation with the meat marketing committee, recently conducted a survey to determine whether packing companies are interested in settling in that state. There were many replies but no active interest.

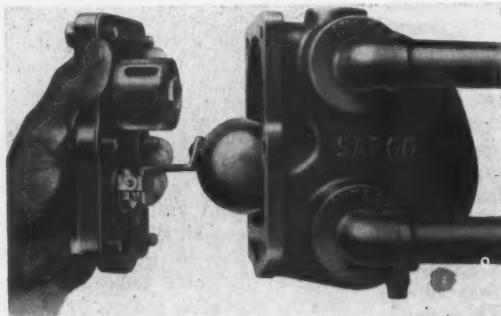
"Apparently if improvements in marketing our meat animals are to be made, we farmers will have to do it ourselves," he commented.

A preliminary progress report made by the meat marketing committee listed some conditions favorable and some unfavorable to the development of packing plants in the state.

NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing the manufacturer direct or writing The Provisioner, using key numbers and coupon below.

FLOAT-THERMOSTATIC STEAM TRAP (NE 472): Improved and simplified construction greatly facilitates inspection, maintenance and installation of



this Sarco Co., Inc., New York, unit. The valve is designed to provide condensate seal and prevent loss of steam. The entire operating element of the new FT trap is one unit, which can be removed without disturbing inlet and outlet connection to the semi-steel trap body, suitable for 125 psi. steam pressure.

ALL-RUBBER, TEAR-RESISTANT BATTEEN DOORS (NE 448): These vestibule-type doors are said to resist abuse of power-operated trucks employed between the warm and cold storage areas



in food plants. Known as Flexidor, they are built to withstand the constant battering of trucks and pallets, such as off-center impact and corner-cutting of mobile trucks. The doors are made of $\frac{1}{4}$ -in. thick neoprene that has no grain. The material in the doors is impervious to grease and oils, and leaves no mark on carcasses of meat or packages. The doors stay flexible at low temperatures. Made by Jamison Cold Storage Door Co., Hagerstown, Md.

"TAP-TOUCH" STAPLER (NE 473): Model Tap-3 is equipped with three stapling heads, air-operated with fully pneumatic controls. There are no electrical connections, the important design novelty being in the automatic mechanical trip. When carton is tapped against the stapling heads, according to Container Stapling Corp. of Herrin, Ill., three staples are driven, clenched, and anvils automatically returned to original position. Either or both of the end heads may be disconnected

so that the machine drives one, two or three staples.

SELF-SANITIZING PAINT ADDITIVE (NE 474): This is a unique paint additive with strong, long-lasting killing action against both fungi and common, disease-bearing bacteria. The Heyden Newport Chemical Corp. of New York reports that this additive lasts for the life of the paint and requires no special precautions in handling. It is of value to food processing plants, food stores and restaurants.

NEW DIRECT INDICATING INSTRUMENT (NE 436): This is a rugged, precision-built instrument for measuring liquid density of a continuously flowing process liquid. It has a zero-set adjustment for original calibration under working conditions, as well as a temperature adjustment that permits setting to existing fluid temperatures to provide a temperature corrected specific gravity reading. Manufactured by the Precision Thermometer & Instrument Co., Philadelphia, this instrument permits liquid to pass continuously through the unit and readings are made directly without reference to charts or graphs. Available with ranges as small as .01 and as large as .50 specific gravity. It can be used at pressures up to 125 psi. Other specifications include: body of Pyrex pipe; trim (inlet and outlet fittings) of type 316 stainless steel or Hastelloy B or C; a Pyrex plummet; calibrating chain of platinum or tantalum, and standard connections.



Use this coupon in writing for further information on New Equipment. Address The National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only (1-4-58).

Key Numbers
Company
Name
Street

RECENT PATENTS

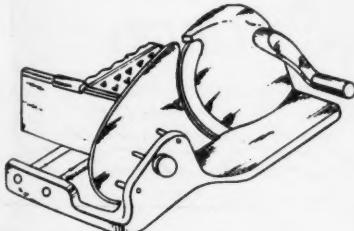
The data listed below are only a brief review of recent patents pertinent to the readers and subscribers of this publication.

Complete copies of these patents may be obtained by writing to the Editorial department, The National Provisioner, and remitting 50c for each copy desired. For orders received from outside the United States the cost will be \$1.00 per copy.

No. 2,801,665, APPARATUS FOR COMMINUTING MEAT AND VEGETABLES

Apparatus, patented August 6, 1957 by Hans Hortnagl, Fulpmes, Tirol, Austria, assignor to Robert Friess K. G. Malmseim b. Stuttgart, Germany, a corporation. Meat or the like delivered from a hopper into the apparatus housing will be pre-cut by flat, inwardly extending successive pointed teeth having lateral cutting edges placed adjacent to each other and oriented in a horizontal plane.

No. 2,807,301, DETACHABLE FOOD CARRIAGE FOR SLICING MACHINES, patented September 24, 1957 by Jack Gilbert, Newburgh, and



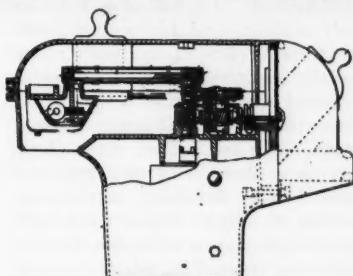
Harry Preble, Jr., Cross River, N. Y., assignors to General Slicing Machine Co., Inc., Walden, N. Y., a corporation of New York.

More specifically, the invention resides in the means to detachably mount the carriage upon the track and employs a latch member as well as a bearing for the carriage.

No. 2,807,299, SLICING MACHINE, patented September 24, 1957 by Floyd Steinmetz, Penns Park, Pa., assignor to Burke Manufacturing Co., Buckingham, Pa., a corporation of Pennsylvania.

In addition to the reciprocating

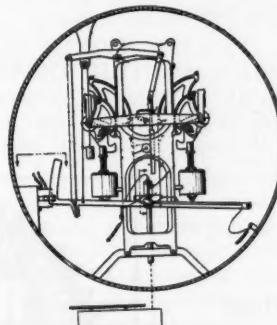
slicing knife there is provided a rotary knife lying in a plane perpen-



dicular to the reciprocating knife and adapted to cut a slice, made by the reciprocating knife, into a number of pieces of meat or other food.

No. 2,812,705, ELECTRICAL CONTROLS FOR HAM PUMPING, patented November 12, 1957 by Bruno Zillie, Calgary, Alberta, Canada, assignor to Swift & Company, Chicago, Ill., a corporation of Illinois.

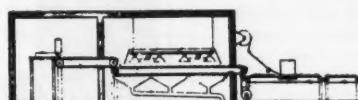
A scale-weighing device is electri-



cally associated with pumping equipment in order to pump the proper volume of agent into the ham, depending upon the weight of the latter.

No. 2,807,550, PRE-COOKED FOOD PACKAGE AND METHOD OF PREPARING THE SAME, patented September 24, 1957 by Vladimir M. Zarotschenzeff, Douglaston, N. Y., and Mihail T. Zarotschenzeff, Los Angeles, Calif.

Pre-broiled bacon slices having not more than one-third the original fat content of the raw bacon are arranged in parallel relation between two flat walls of metal foil having juxtaposed margins pressed together to seal the package and its contents; with the package having lateral dimensions corresponding to those of a slice of bread and being relatively

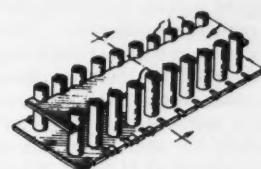


thin for insertion into the bread slice slot of an automatic toaster for auto-

matic heating of the package and its contents by the toaster; one of the flat walls having at least one opening in its margin sealed by the pressured juxtaposition of the margins, the development of pressure within the package during such heating separating portions of the margins sufficiently to vent the package through such opening.

No. 2,803,036, NATURAL ANIMAL CASING FORM, patented August 20, 1957 by Harry Posner and Jack R. Posner, Cumming, Ga.

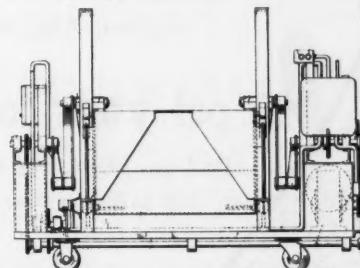
A form for holding natural animal casings for packing, transporting and



flushing is claimed comprising, an elongated base having some transverse flexibility with vertical pegs having axial openings therethrough arranged in two longitudinally extending parallel-spaced rows on the base, the base having openings therethrough in alignment with openings in the pegs affording communication to the interior of casings on the pegs from the bottom of the base.

No. 2,811,974, DIPPING MACHINE, patented November 5, 1957 by Orlando Garapolo and Jerry P. Petitti, Chicago, Ill., assignors to Wilson & Co., Inc., a corporation of Delaware.

A ham dipping machine is disclosed for dipping into water and removing

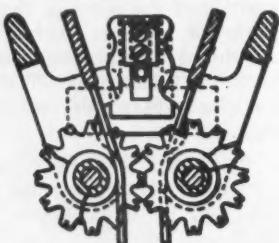


them into a freezing atmosphere to provide a surface glaze of ice in order to protect them against freezer burn during storage and dehydration.

No. 2,811,743, GROUND MEAT KNITTING DEVICE, patented November 5, 1957 by Toby C. Crabtree, Jr., Oklahoma City, Okla., assignor of one-half to Willam L. Murphy, Oklahoma City, Okla.

For use with a pair of parallel counter-rotating shafts. The inventor

provides a number of relatively thin disks adapted to be rigidly mounted axially on the shafts to form a pair of rows of disks in spaced-apart inter-



digitated peripheral overlapping relation, each of the disks having an interrupted periphery defining a number of equally spaced-apart, V-shaped notches and a number of spaced-apart teeth, the teeth of the respective adjacent disks on one shaft cooperating with the teeth of the disks on the other shaft for contacting and intermingling the short fibers of a mass of ground meat passed between the parallel counter-rotating shafts.

No. 2,813,034, METHOD OF PRODUCING SYNTHETIC SAUSAGE SKINS AND PRODUCTS PRODUCED THEREBY, patented November 12, 1957 by Richard Weingand, Walsrode, and Heinz

Reissmann, Fallingbostel, near the town of Walsrode in Germany.

A method of producing continuously a water-insoluble synthetic edible sausage skin in the form of an endless, seamless tubular casing is disclosed and comprises dispersing in water, fibers of cellulose, alginate, cotton, meat freed from fat, and ramie, these fibers being of a length of about 1 mm.; dissolving in water an amount of salts of alginic acid sufficient to produce a moldable solution containing four to six per cent of the alginic acid salts; filtering and deaerating the solution; forming same into a tubular structure; conducting the formed tubular structure through a precipitating bath consisting of a 10 to 15 per cent calcium chloride solution heated to a temperature ranging from about 40° C. to about 80° C., to thereby solidify the tubular structure by means of the bath, and conducting the solidified tubular structure through an aqueous aluminum salt solution to effect a hardening after-treatment.

No. 2,812,262, BRINES CONTAINING SODIUM TRIPOLYPHOSPHATE, patented November 5, 1957 by Morris Wasserman, Chicago, Ill., assignor to Meat Industry

Suppliers, Inc., Northfield, Ill., a corporation of Illinois.

For curing fresh meat, the inventor provides a brine containing up to about 10 per cent by weight sodium tripolyphosphate, and monosodium phosphate, in amount between about 5 per cent by weight and about 30 per cent by weight of the sodium tripolyphosphate, and wherein the monosodium phosphate is a solubilizing agent which enables the addition of the sodium tripolyphosphate directly to brines in which the meat is cured.

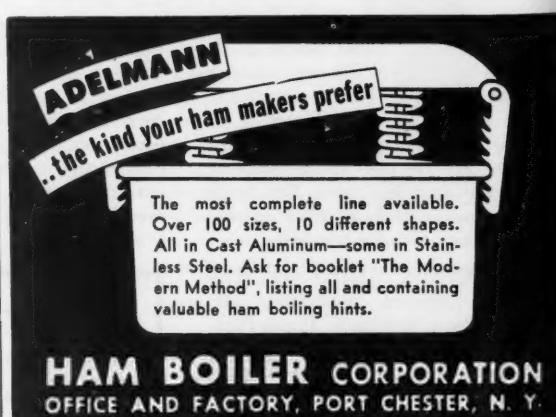
No. 2,812,260, IMPROVED METHOD OF TREATING MEAT, patented November 5, 1957 by Thomas T. Keane, sr., and Michael A. Keane II, Washington, D. C., and Thomas T. Keane, jr., Silver Spring, Md., assignors to T. T. Keane Company, Inc., Washington, D. C., a corporation of Delaware.

There are ten claims to the method for treating meat, whereby it is formed into a cohesive loaf or patty that will not disintegrate or separate when broiled, boiled, or fried, or when cooked under normal and usual cooking conditions. This is effected in part by means of twisted interlocked conditions of thin slices of the meat, but without tearing them.

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The Meat Trail...

PLANTS

San Francisco Sausage Co., San Francisco, manufacturer of Columbus brand dry salami, has been purchased by JOHN POLETTI, ALBERT PICETTI, FELIX GATTO and ERNEST DE MARTINI, who took over active management on January 1. Poletti is former owner of Poletti Sausage Co., San Francisco, and his partners have been connected with the sausage business in that city for a number of years. The company will continue under the same name, and the brand name will be retained. Brothers JOHN, LOUIS, VICTOR and ANTHONY DEVINCENZI were the former owners.

Rubins' Quality Meats, purveyor at 336 N. Franklin st., Philadelphia, now is owned and operated by HERBERT RUBIN and I. ROBERT RUBIN, according to the firm's application for a certificate of authority to conduct its business under the assumed or fictitious name act.

Formation of Birmingham and Florida districts has been announced by B. E. HOOVER, southeastern general manager of Armour and Company, Chicago. J. C. STONE will have general supervision over the Birmingham district, comprising the Birmingham plant and branch houses in Birming-

ham, Columbus, Gulfport, Jackson, Knoxville, Mobile, Montgomery and Pensacola. F. G. FLANDERS will have general sales supervision over the Birmingham district. M. M. ADLER has been named district manager of the Florida branch house district, comprising branch houses in Jacksonville, Miami, Orlando, St. Petersburg, Tampa and West Palm Beach.

PETER SNOEK, a former Dutch sausage maker, has announced plans to build a new sausage plant in Salmon Arm, B. C., Canada.

Stark Locker Service Co. has sold its slaughterhouse west of Wyoming, Ill., to Peoria Meat Corp., which renamed it Wyoming Wholesale Meat Distributors.

Brown-Edwards Packing Co., Inc., Alexandria, La., has been granted a charter of incorporation listing capital stock of 8,000 shares, no par value.

JOBs

A. N. VOLLMER has been appointed plant superintendent for Luer Bros. Packing & Ice Co., Alton, Ill., HARRY MUNSON, president, announced. The company resumed operations December 18 under new management. Vollmer formerly was Munson's assistant in the Iowa Marketing Research



CITATION FROM President Eisenhower's Committee on Employment of the Handicapped is presented to Chris E. Finkbeiner (center), president of Little Rock Packing Co., by Dr. Charles E. Thompson, chairman of the Governor's Committee on Employment of the Handicapped. Citation is for meritorious service in hiring physically handicapped at Little Rock plant. Sharing honor is Finkbeiner's mother, Mrs. Otto Finkbeiner, sr., who, with her late husband, inaugurated company's policy of hiring the handicapped.

Corp., Des Moines. He also has served with Oscar Mayer & Co. at Madison, Wis., and with Armour and Company in Chicago. He is a graduate of the University of Washington, Seattle, where he majored in food technology.

LOU MOSES, president and executive secretary of Meat Packers, Inc., Los Angeles, has been appointed Southern California representative of the Western States Meat Packers Association. He replaces B. W. CAMPION, who had served as WSMPA's representative in that area since 1946. Moses' office is at 3399 E. Vernon ave., Los Angeles 58. The telephone number is LUDlow 8-7195.

TRAILMARKS

The midwestern division of the NIMPA Accounting Conference, at its first meeting in Kansas City, decided to meet quarterly and scheduled the next session for March 15 in Omaha. It will be held in conjunction with the regional meeting of the NIMPA Midwestern division, set for March 14-15 at the Sheraton-Fontenelle Hotel. A steering committee was appointed with F. T. BRIARDY of The Cudahy Packing Co., Omaha, as chairman. Other members are JACK O'BRIEN of MFA Packing Co., Springfield, Mo., and E. B. HAHN of Maurer-Neuer, Incorporated, of Kansas City, Kans.

W. F. WEBER, an Armour and Company veteran, has entered the frozen food field as a consulting en-



WHETHER THAT'S the annual banquet attendance list or menu they're checking, officers of Chicago Meat Packers & Wholesalers Association agree that both were excellent. Shown (l. to r.) in left photo are: Mel Guggenheim, Guggenheim Provision Co., vice president; Irving Tenenblat, Monarch Provision Co., past president; Robert Costello, Costello's Corned Beef, president, and Ed Churan, Illinois Provision Co., secretary-treasurer. More than 1,000 persons attended 22nd annual affair in Conrad Hilton Hotel's Grand Ballroom. Crowd shown above overflowed into balcony. Prime rib dinner, dancing and entertainment were featured. Busy waiters are seen emerging with trays in the background.

gineer, with headquarters at 6541 S. Troy st., Chicago. He will specialize in frozen meats production methods and facilities, plant layout and equipment. Weber served 30 years in the Armour engineering and equipment development departments. For the past five years, he was in charge of all engineering in connection with the Armour frozen meats division, planning and laying out production facilities and selecting equipment. Telephone number of Weber's new office is PRospect 8-4941.

JOHN F. KREY, president of Krey Packing Co., St. Louis, has been elected to the board of directors of the St. Louis Chamber of Commerce.

LYMAN U. FAULKNER, who received his 50-year service pin at the American Meat Institute convention in 1956, retired on January 1 as Kansas City sales manager for The Rath Packing Co., Waterloo, Ia. Faulkner joined Rath in Kansas City in 1934 as a salesman and served as Chicago sales manager for the company from 1937 until 1952, when he returned to Kansas City. He previously was with the old Cochrane Packing Co., Wolff Packing Plant and Hygrade Food Products Corp.

A rosy future for the livestock industry in South Carolina was predicted by Dr. N. D. FARRAR, dean of agriculture, Clemson College, at the last quarterly meeting of the South Carolina Meat Packers Association in Columbia. The state is producing only one-third of the hogs and 50 per cent of the cattle needed for local consumption and additional opportunity for income is available in the raising of sheep for wool, he pointed out. C. O. HINSDALE of Balentine

Packing Co., Greenville, association president, said that the state's packers could absorb any increased livestock production to the benefit of all concerned. Among other speakers were KEN WARREN, treasurer of Package Products Co., Charlotte, who discussed accounting procedure, and GEORGE NUZUN, William J. Stange Co., whose topic was sales training.

J. CLARENCE DREHER, JR., secretary-treasurer of Dreher Packing Co., Columbia, S. C., has announced that he will end eight years of service as city councilman and mayor of Columbia and not seek re-election to the latter post in the Democratic primary February 28. "I

feel I must be able to devote more of my time to personal affairs in the immediate future," Dreher explained. He has served as mayor since June 1, 1954, and previously was a city councilman for four years.

VICTOR W. LEWIS, manager of the agricultural and livestock development department of the Atlantic Coast Line Railroad, Wilmington, N. C., retired on December 31 after 30 years of service with the company. Lewis was instrumental in getting several packing companies to locate plants in the Southeast.

The Smithfield (N. C.) Chamber of Commerce has presented its 1957 "Citizen of the Year" Award to JESSE NOAH WILLIAMS, owner and manager of Smithfield Hog Market, Inc., and

exclusive buyer of live hogs in that state for The Wm. Schluderberg-T. J. Kudde Co., Baltimore. Williams is president of the Chamber of Commerce, the Johnston County Livestock Mutual and Johnston Country Club and vice president of the Johnston County Fair.

HAROLD SWIFT, honorary chairman of the board of Swift & Company, Chicago, is head of the Illinois committee to select two Rhodes scholars for two years of study at Oxford University in England.

Elnor Provision Co., Inc., Cleveland, has appointed Marvin Gordon & Associates, Chicago, to handle its advertising. Elnor processes breaded frozen meats for the retail and institutional trade. Products have national distribution. Advertising plans include local newspaper campaigns in key markets.

FRED DE PASQUALE, superintendent of the kill department at Reliable Packing Co., Chicago, received a gold service pin from JOHN E. THOMPSON, president, at the company's 17th annual Christmas party. The pin represents 25 years of service at Reliable.

DEATHS

BERTRAM T. EBZERY, 60, president of Great Western Beef Co., Chicago, for 40 years, died December 26. The purveying concern was founded by his late father, JAMES J. Surviving are the widow, ANGELA; a son, BERTRAM, Jr., and two daughters.

LEON FORMAN, president of F. B. Casing Co., Ltd., Long Island City, N. Y., died recently after a long illness. He was associated with the casing industry for the past 48 years.



NEW FILM on lean pork production, "The Pig and the Public," had just been shown to this group of college judges assembled for the International Livestock Exposition when they were photographed by the NP. Paul Zillman of American Meat Institute is rewinding film at extreme right. Zillman and packer representatives of AMI livestock producers public relations committee also described work committee is doing to encourage lean pork production. Colored

sound movie, produced with cooperation of Iowa State College, traces need for meat-type hog from farm to retail store. AMI has ten copies of film, available for showing upon request. Packer representatives in photo include: Bob Norrish, Armour and Company; Don Moeller, Bill Haase and Tom Glaze, Swift & Company; John Halvorson, Lew Reeve, Geo. A. Hormel & Co.; Roy Ormond, Oscar Mayer & Co.; George Reid, G. B. Thorne, Wilson & Co.

ALL MEAT... output, exports, imports, stocks

Meat Output Smallest In Months

Production of meat in the short Christmas week, under sharp cutbacks in slaughter of all meat animals, fell off to its lowest level in several months. Volume for the period at 318,000,000 lbs. was about 19 per cent smaller than the 393,000,000 lbs. for the full previous week, and about 6 per cent below last year's same holiday week output of 336,000,000 lbs. Slaughter of all animals fell short of numbers last year. Cattle slaughter was down by about 63,000 head from the previous week and about 38,000 head, or 12 per cent below last year. Hog slaughter, off 253,000 head for the week, was about 13,000 head smaller than a year earlier. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number M's	Production Mil. lbs.	(Excl. lard) Number M's	Production Mil. lbs.
Dec. 28, 1957	277	155.1	1,065	144.5
Dec. 21, 1957	340	188.0	1,318	179.5
Dec. 29, 1956	315	174.1	1,078	140.7

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Dec. 28, 1957	89	9.7	184	8.6	318
Dec. 21, 1957	146	15.9	208	9.8	393
Dec. 29, 1956	95	10.9	228	10.7	336

1950-57 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 349,561.

1950-57 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Dec. 28, 1957	1,020	560	238	136
Dec. 21, 1957	1,015	553	229	126
Dec. 29, 1956	1,008	553	235	131

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt. Mil. lbs.
	Live	Dressed	Live	Dressed	
Dec. 28, 1957	201	109	100	47	—
Dec. 21, 1957	200	109	99	47	35.5
Dec. 29, 1956	212	115	100	47	40.5
					37.9

Oregon Condemnations Run Less Than 1% Of Carcasses

Under the compulsory meat inspection program in Oregon only one animal was condemned in live inspection, according to the state department of agriculture. Of the 27,692 animals slaughtered, 75 carcasses were condemned, or about 0.27 per cent. During the first three months, inspectors condemned 1,583 lbs. of meat. Percentages of condemnations on edible offal—livers, heads, hearts, kidneys and tongues—ran much higher than of carcasses.

For all species of animals, liver condemnations were 43.9 per cent in August, 29.6 per cent in September and 32.9 per cent in October. A total of 9,112 livers was condemned. Fluke in cow livers and parasites in swine livers were the most frequent causes for rejection.

Post mortem inspections involved 10,595 cattle, 2,703 calves, 1,420 sheep and 11,336 swine. By species, the 75 post mortem rejections were:

cattle, 48; calves, 6; swine, 14; sheep, 6, and horses, 1.

At the end of the period, the full-time meat inspection program was operating in the Medford, Roseburg, Eugene, Albany, Salem, McMinnville and northwest coastal areas.

Value Of U. S. Agricultural Exports Down In July-Oct.

United States agricultural exports for the first four months of the current fiscal year were valued at \$1,360,000,000, according to the Foreign Agricultural Service. This valuation represented about a 3 per cent decline from last year's movement of \$1,406,000,000 for the same period, but was considerably higher than the level of the previous two years.

Valuation of livestock products exports declined 7 per cent to \$175,000,000 from \$188,000,000 for the first four months of fiscal 1956-57. The value and quantity of the various meat products commodities exported were down also.

Lard Imports Rise, Cooking Fat Output Down in Britain

The trend has been evident for some years that lard is replacing compound cooking fat in the United Kingdom, according to a U. K. market bulletin. Production of cooking fat in the first nine months of 1957 declined by over 9 per cent compared with the previous year, while imports of lard, which form the bulk of the supply, increased. British production of cooking fat in 1955, 1956 and 1957, compared with lard imports for the same years, appear below in thousand tons as follows:

	Production of COOKING FAT			Imports of LARD		
	1955	1956	1957	1955	1956	1957
Jan.	16.2	18.1	13.0	7.6	12.7	10.8
Feb.	13.3	16.4	8.6	8.9	7.9	9.2
March	12.6	12.6	9.4	8.6	8.3	9.2
April	13.8	15.0	11.4	8.7	5.7	9.1
May	11.1	11.6	11.5	7.9	7.7	9.0
June	13.2	11.5	9.7	9.8	6.6	10.9
July	11.7	11.1	11.2	5.5	5.4	10.7
Aug.	10.4	8.9	6.6	3.1	7.6	6.6
Sept.	13.4	10.6	10.5*	3.5	7.3	7.1
TOTALS	115.6	104.8	94.9	54.1	68.2	81.0

*Preliminary.

Navy's Williamsburg Plant Specified as Export Point

The Navy Cheatham Annex Cold Storage Plant at Williamsburg, Va., has been designated as the distribution facility for perishable subsistence consigned to military forces in Western Europe.

Distribution of perishable subsistence consigned to England and North Africa will continue through Bayonne, N. J., because of the less than full shipload quantities required by military forces in those areas.

U. S. Share Of F-O Exports

The United States' share of the world's export trade in fats and oils has climbed almost steadily since 1939. Averaging about 100,000 short tons in the 1933-39 period, or a very small portion of the world exports of fats and oils, the U. S. share rose to about 2,500,000 tons, or about one-third of the world total this year.

Cold Storage Hide Stocks

Hides and pelts continued their seasonal movement out of cold storage in November. Volume fell to 96,016,000 lbs. by the close of the month from October inventories of 98,163,000 lbs. Hide stocks on November 30 1956 totaled 69,429,000 lbs., with the five-year average for the date, 74,344,000 lbs.

PROCESSED MEATS . . . SUPPLIES

AMI PROVISION STOCKS

Pork stocks as reported to the American Meat Institute totaled 123,000,000 lbs., on December 28. This volume was 34 per cent below the 185,100,000 lbs. in stock on about the same date a year earlier.

Stocks of lard and rendered pork fat at 43,000,000 lbs. compared with 64,600,000 lbs. on about the same date a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	Dec. 28 stocks as percentages of inventories on	Dec. 14 1957	Dec. 29 1956
HAMS:			
Cured, S.P.-D.C.	67	70	
Frozen for cure, S.P.-D.C.	136	36	
Total hams	88	52	
PICNICS:			
Cured, S.P.-D.C.	89	65	
Frozen for cure, S.P.-D.C.	144	67	
Total picnics	122	66	
BELLIES:			
Cured, D.S.	111	88	
Frozen for cure, D.S.	225		
Cured, S.P.-D.C.	98	75	
Frozen for cure, S.P.-D.C.	121	59	
OTHER CURED MEATS:			
Cured and in cure	108	70	
Frozen for cure	121	73	
Total other	112	71	
FAT BACKS:			
Cured, D.S.	113	67	
FRESH FROZEN:			
Loins, spareribs, neckbones, trimmings, other—Total	113	75	
TOT. ALL PORK MEATS	107	66	
LARD & R.P.F.	111	67	

Western Stockmen To Continue 'Home-Grown' Beef Campaign

The California Cattlemen's Association at its recent annual convention, approved the cooperative program with California Cattle Feeders Association, Western States Meat Packers

Association, and Arizona Beef Council to continue the public relations campaign for western beef during the year 1958.

The campaign will continue on the same basis as 1957 with the bulk of money being expended for advertisements in the four trade journals with a circulation covering 20,000 of the approximately 25,000 eating establishments in the nine western states.

Good progress was made in 1957 when many of prominent hotels and restaurants switched to featuring western fed beef in place of eastern corn fed beef, it was pointed out.

Of interest to lamb raisers and feeders is that some leading hotels and restaurants featured western raised and fed lamb along with beef.

New Ships For Australia-U. K. Meat Trade; First Enroute

The first of four ships specially designed for the Australian-United Kingdom meat trade left Britain in November, the Foreign Agricultural Service has reported. The ships are designed for use on the "north-about" route, or from Queensland north, through the Torres Strait, and west to the U. K. via Suez. This route is expected to save several days' transit time over the usual route south of Australia.

To facilitate loading in the shallow ports of Northern Australia, special consideration was given to the draft of the vessels. Each ship will have about 150,000 cubic feet of refrigerated space for chilled beef.

DOMESTIC SAUSAGE

Pork sausage, bulk (1 lb.)	(1 lb.)
In 1-lb. roll,	58 @ 40
Pork saus., s.c. 1-lb. pk. 57 @ 60	
Franks, s.c. 1-lb. pk.	61% @ 60
Franks, skinless,	
1-lb. package	48 @ 51
Bologna, ring (bulk)	44 @ 54
Bologna, art. cas., bulk 39% @ 42	
Bologna, a.c., sliced, 6-7 oz.	3.00 @ 3.12
6-7 oz. pk.	45 @ 52
Smoked Liver, h.b. bulk 47% @ 50	
Smoked Liver, a.c. bulk 40 @ 43	
Polish saus., smoked	55 @ 66
New Eng. lunch spec.	64 @ 72
New Eng. lunch spec., sliced, 6-7 oz., doz.	3.90 @ 4.48
Olive loaf, bulk	45 @ 52
O.L., sliced, 6-7 oz., doz. 3.00 @ 3.00	
Blood and tongue, bulk	49 @ 65
Pepper loaf, bulk	61% @ 70
P.L., sliced, 6-7 oz., doz. 4.05 @ 4.56	
Pickle & pimento loaf	43 @ 48
P.P.&P., sliced, 6-7 oz., doz. 2.85 @ 3.36	

DRY SAUSAGE

(1 lb.)	
Carvelat, ch. hog bungs.	96@ 98
Thuringer	58@ 55
Farmers	81@ 83
Holsteiners	83@ 85
Salami, B. C.	85@ 87
Salami, Genoa style	99@ 1.01
Salami, cooked	43@ 45
Pepperoni	82@ 84
Sicilian	97@ 99
Goteborg	81@ 83
Mortadella	50@ 58

SEEDS AND HERBS

(1 lb.)	Whole	Ground
Caraway seed	19	24
Cominos seed	41	47
Mustard seed,		
fancy	23	
yellow Amer.	17	
Oregano	44	
Coriander,		
Morocco, No. 1	20	24
Marjoram, French	65	70
Sage, Dalmatian, No. 1	56	64

SPICES

(Basis, Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime	78	88
Resifted	86	95
Chili, pepper	45	
Chill, powder	52	
Cloves, Zanzibar	67	78
Ginger, Jam., unbl.	92	98
Mace, fancy, Banda, 3.50	4.00	
West Indies	3.70	
East Indies	8.45	
Mustard, hor., fancy, No. 1	37	33
West Indies, nutmeg	2.15	
Paprika, Amer. No. 1	48	
Paprika, Spanish	67	
Cayenne pepper	62	
Pepper:		
Red No. 1	57	
White	50	54
Black	40	45%

SAUSAGE CASINGS

(L.C.I. prices quoted to manufacturers of sausage)	
Beef rounds:	(Per set)
Clear, 29/35 mm.	1.05@ 1.85
Clear, 35/38 mm.	1.00@ 1.15
Clear, 35/40 mm.	85@ 1.10
Clear, 38/40 mm.	90@ 1.35
Clear, 40/44 mm.	1.30@ 1.65
Clear, 44 mm./up	1.95@ 2.50
Not clear, 40 mm./dn.	65@ 75
Not clear, 40 mm./up	75@ 85
Beef weasands:	(Each)
No. 1, 24 in./up	13@ 16
No. 1, 22 in./up	9@ 14
Beef middles:	(Per set)
Ex. wide, 25 in./up	3.40@ 3.60
Spec. wide, 2% 1/2 in.	2.55@ 2.70
Spec. med., 1% 1/2 in.	1.50@ 1.60
Narrow, 1% in./dn.	1.00@ 1.10
Beef lung caps:	(Each)
Clear, 5 in./up	34@ 40
Clear, 4 1/2-5 inch	29@ 32
Clear, 4 1/4 inch	19@ 21
Clear, 3 1/2-4 inch	15@ 16
Not clear, 4 1/4 inch/up	18@ 21
Beef bladders, salted:	(Each)
7 1/2 inch/up	18
6 1/2-7 1/2 inch, inflated....	13
5 1/2-6 1/2 inch, inflated....	12@ 13
Pork casings:	(Per Hank)
20 mm./down	4.50@ 4.75
29/32 mm.	4.30@ 4.65
32/35 mm.	3.15@ 3.65
35/38 mm.	2.70@ 3.10
38/44 mm.	2.50@ 2.90

CURING MATERIALS

(Each)	
Hog bungs:	
Sow, 34 in. cut	57@ 65
Export, 34 in. cut	50@ 65
Large prime, 34 in.	37@ 50
Med. prime, 34 in.	25@ 35
Small prime, cap off	16@ 22
Middles, cap off	60@ 75
Hog skips	5@ 10
Hog runners, green	19@ 22
Sheep casings:	(Per Hank)
Clear, 28 mm.	6.20@ 6.30
Clear, 26 mm.	6.05@ 6.30
Not clear, 40 mm./up	3@ 3.50
Beef weasands:	(Each)
No. 1, 24 in./up	13@ 16
No. 1, 22 in./up	9@ 14
Beef middles:	(Per set)
Ex. wide, 25 in./up	3.40@ 3.60
Spec. wide, 2% 1/2 in.	2.55@ 2.70
Spec. med., 1% 1/2 in.	1.50@ 1.60
Narrow, 1% in./dn.	1.00@ 1.10
Beef lung caps:	(Each)
Clear, 5 in./up	34@ 40
Clear, 4 1/2-5 inch	29@ 32
Clear, 4 1/4 inch	19@ 21
Clear, 3 1/2-4 inch	15@ 16
Not clear, 4 1/4 inch/up	18@ 21
Beef bladders, salted:	(Each)
7 1/2 inch/up	18
6 1/2-7 1/2 inch, inflated....	13
5 1/2-6 1/2 inch, inflated....	12@ 13
Pork casings:	(Per Hank)
20 mm./down	4.50@ 4.75
29/32 mm.	4.30@ 4.65
32/35 mm.	3.15@ 3.65
35/38 mm.	2.70@ 3.10
38/44 mm.	2.50@ 2.90
Sugar:	
Raw, 96 basis, f.o.b. N.Y....	6.15
Pure rfd. gran. nitrate	
bbl. del. or f.o.b. Chgo.	\$11.50
Pure rfd. powdered nitrate	
of soda	5.00
Salt, paper sacked, f.o.b. Chgo.	3.00
Rock salt, ton, in 100-lb. bags, f.o.b. whse. Chgo.	28.00
Sugar:	
Raw, 96 basis, f.o.b. N.Y....	6.15
Refined standard cane gran. basis (Chgo.)	8.75
Packers, curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	8.50
Dextrose (less 10%):	
Cerelose, regular	7.50
Ex-warehouse, Chicago	7.50

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

December 31, 1957

WHOLESALE FRESH MEATS

CARCASS BEEF

	(carlots, lb.)
Steers, gen. range:	
Prime, 700/800	44n
Choice, 500/600	43
Choice, 600/700	43 @43½
Choice, 700/800	42
Good, 600/700	39½n
Good, 600/700	39½n
Bull	35
Commercial cow	30%
Canner-cutter cow	30

BEEF PRODUCTS

	(Frozen, carlots, lb.)
Tongues, No. 1, 100's..	27n
Tongues, No. 2, 100's..	19n
Hearts, regular, 100's..	22½n
Livers, regular, 35/50's	18½n
Livers, selected, 35/50's	22
Lips, scalded, 100's..	13
Lips, scalded, 100's..	11½ @ 12½
Tripe, scalded, 100's..	7¾ @ 8
Tripe, cooked, 100's..	8¼n
Melts, 100's..	7¾
Lungs, 100's..	7¾
Udders, 100's..	5n

PRIMAL BEEF CUTS

	(lb.)
Rounds, all wts. ...	51½n
Trimmed loins, ...	
57/60 lbs. (fc) ...	76 @ 86
Square chuck, ...	
70/90 lbs. (fc) ...	39n
Arm chuck, 80/110, 36% @ 37	
Ribs, 25/35 (fc) ...	66 @ 70
Briskets (fc) ...	35
Navels, No. 1 ...	18½ @ 19
Flanks, rough No. 1 ...	19

FANCY MEATS

	(fc prices, lb.)
Beef tongues, corned ..	20½
Veal breads,	
under 12 oz.	70
12 oz. up	88½
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select..	22n

BEEF SAUS. MATERIALS

	FRESH
Canner-cutter cow	(lb.)
meat, barrels	43½
Bull meat, boneless,	
barrels	47
Beef trimmings,	
75/85%, barrels	33 @ 34
Beef trimmings,	
85/90%, barrels	38
Boneless chuck,	
barrels	43½
Beef cheek meat,	
trimmed, barrels	32½
Shank meat, bbls..	45½
Beef head meat, bbls..	25n
Beef trimmings,	
boneless, barrels	39

VEAL—SKIN OFF

	(fc carcass prices, cwt.)
Prime, 90/120	\$ 52.00
Prime, 120/150	52.00
Choice, 90/120	45.00 @ 46.00
Choice, 120/150	45.00 @ 46.00
Good, 90/150	40.00 @ 41.00
Stand., 90/190	35.00 @ 38.00
Utility, 90/190	33.00 @ 34.00
Cull, 60/125	28.00 @ 29.00

BEEF HAM SETS

	C-G Grade	Froz. C/L
60@63...	Cow, 3/4n	53
78@80...	Cow, 3/4	72
85@88...	Cow, 4/5	78
95@100...	Cow, 5/up	85
95@100...	Bull, 5/up	85

CARCASS LAMB

	(fc prices, lb.)
Prime, 35/45	53
Prime, 45/55	52½
Prime, 55/65	51½
Choice, 35/45	52
Choice, 45/55	51½
Good, all wts.	48

CARCASS MUTTON

	70/down, lb.	24@25
Good, 70/down, lb.	23@24	

n—nominal, b—bid, a—asked.

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	Dec. 31	Dec. 30	Dec. 30

STEER:

Choice:	500-600 lbs.	\$44.00 @ 46.00	\$44.00 @ 46.00	\$42.00 @ 43.00
	600-700 lbs.	43.00 @ 44.00	43.00 @ 44.00	41.50 @ 43.00
Good:				
	500-600 lbs.	42.00 @ 44.00	41.00 @ 43.00	40.00 @ 41.50
	600-700 lbs.	41.00 @ 43.00	41.00 @ 42.00	40.00 @ 41.00
Standard:				
	350-600 lbs.	40.00 @ 42.00	37.00 @ 39.00	36.00 @ 40.00

COW:

Standard, all wts.	None quoted	35.00 @ 37.00	None quoted
Commercial, all wts.	34.00 @ 36.00	33.00 @ 35.00	34.00 @ 37.00
Utility, all wts.	33.00 @ 35.00	31.00 @ 33.00	32.00 @ 36.00
Canner-cutter			
Bull, util. & com'l	36.50 @ 39.00	36.00 @ 38.00	35.00 @ 37.00

FRESH CALF:

	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	43.00 @ 48.00	44.00 @ 46.00	43.00 @ 47.00

Good:

	200 lbs. down	44.00 @ 46.00	44.00 @ 46.00	39.00 @ 45.00
200 lbs. down	43.00 @ 46.00	44.00 @ 44.00	44.00 @ 44.00	44.00 @ 46.00

LAMB (Carcass):

	45-55 lbs.	48.00 @ 50.00	44.00 @ 48.00	45.00 @ 47.50
	55-65 lbs.	45.00 @ 47.00	42.00 @ 44.00	44.00 @ 47.00

Choice:

45-55 lbs.	48.00 @ 50.00	44.00 @ 48.00	45.00 @ 47.50
55-65 lbs.	45.00 @ 47.00	42.00 @ 44.00	44.00 @ 47.00

Good:

45-55 lbs.	48.00 @ 50.00	44.00 @ 48.00	45.00 @ 47.50
55-65 lbs.	45.00 @ 47.00	42.00 @ 44.00	44.00 @ 47.00

MUTTON (Ewe):

70 lbs./down	None quoted	23.00 @ 25.00	18.00 @ 20.00
70 lbs./down	None quoted	23.00 @ 25.00	18.00 @ 20.00

CHICAGO

December 31, 1957

BEEF PRODUCTS

	(Frozen, carlots, lb.)
Tongues, No. 1, 100's..	27n
Tongues, No. 2, 100's..	19n
Hearts, regular, 100's..	22½n
Livers, regular, 35/50's	18½n
Livers, selected, 35/50's	22
Lips, scalped, 100's..	13
Lips, scalped, 100's..	11½ @ 12½
Tripe, scalped, 100's..	7¾ @ 8
Tripe, cooked, 100's..	8¼n
Melts, 100's..	7¾
Lungs, 100's..	7¾
Udders, 100's..	5n

PRIMAL BEEF CUTS

	(lb.)
Rounds, all wts. ...	51½n
Trimmed loins, (fc) ...	76 @ 86
Square chuck, ...	
70/90 lbs. (fc) ...	39n
Arm chuck, 80/110, 36% @ 37	
Ribs, 25/35 (fc) ...	66 @ 70
Briskets (fc) ...	35
Navels, No. 1 ...	18½ @ 19
Flanks, rough No. 1 ...	19

	(fc prices, lb.)
Beef tongues, corned ..	20½
Veal breads,	
under 12 oz.	70
12 oz. up	88½
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select..	22n

	(fc prices, lb.)
Beef tongues, corned ..	20½
Veal breads,	
under 12 oz.	70
12 oz. up	88½
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select..	22n

	(fc prices, lb.)
Beef tongues, corned ..	20½
Veal breads,	
under 12 oz.	70
12 oz. up	88½
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select..	22n

	(fc prices, lb.)
Beef tongues, corned ..	20½
Veal breads,	
under 12 oz.	70
12 oz. up	88½
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select..	22n

	(fc prices, lb.)
Beef tongues, corned ..	20½
Veal breads,	
under 12 oz.	70
12 oz. up	88½
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select..	22n

	(fc prices, lb.)

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PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Dec. 31, 1957)

SKINNED HAMS

F.F.A. or Fresh	Frozen	F.F.A. or Fresh	Frozen
47	10/12	47	36 1/2 n
45	12/14	45	36 1/2
43@43 1/2	14/16	43	36 1/2
42%	16/18	42%	36
40n	18/20	40n	30@31
40n	20/22	40n	30
40n	22/24	40n	26 1/2 n
40n	24/26	40n	28 1/2 n
37 1/2	25/30	37 1/2	Gr. Am. froz., fresh
35	25/up, 2's in	35	D. S. Clear

PICNICS

F.F.A. or Fresh	Frozen
26 1/2	4/6
24	6/8
24	8/10
24	10/12
24	12/14
23 1/2	8/up, 2's in

FAT BACKS

Frozen or Fresh	Cured
9n	6/8
9n	8/10
9 1/2 n	10/12
13n	12/14
14n	14/16
16n	16/18
16n	18/20
16n	20/25

n—nominal, b—bid, a—asked.

LARD FUTURES PRICES

NOTE: Add 1/4¢ to all price quotations ending in 2 or 7.

FRIDAY, DEC. 27, 1957

	Open	High	Low	Close
Jan.	11.70	11.70	11.65	11.65b
Mar.	11.50	11.50	11.37	11.45
May	11.45	11.45	11.35	11.40
July	11.42	11.42	11.37	11.40

Sales: 5,960,000 lbs.

Open interest at close Thurs., Dec. 26th; Dec. 32, Jan. 25, Mar. 459, May 297, and July 56 lots.

MONDAY, DEC. 30, 1957

	Jan.	11.65	11.70	11.62	11.67
		.70		.70	
Mar.	11.40	11.42	11.32	11.40	
May	11.35	11.35	11.32	11.37	
		.30			

July 11.32 11.35 11.25 11.35b

Sales: 7,860,000 lbs.

Open interest at close Fri., Dec. 27; Dec. 29, Jan. 24, Mar. 472, May 289, and July 61 lots.

TUESDAY, DEC. 31, 1957

	Jan.	11.72	11.72	11.60	11.62
Mar.	11.50	11.50	11.40	11.40	
May	11.42	11.45	11.32	11.35b	
		.45			

July 11.40 11.40 11.32 11.40

Sales: 3,680,000 lbs.

Open interest at close Mon., Dec. 30; Dec. 31, Jan. 214, Mar. 476, May 312, and July 62 lots.

WEDNESDAY, JAN. 1, 1958

New Year's Day

Board of Trade closed

No trading in lard futures

THURSDAY, JAN. 2, 1958

	Jan.	11.69	11.62	11.57	11.57a
Mar.	11.40	11.49	11.35	11.37b	
May	11.40	11.40	11.35	11.37	
July	11.35	11.40	11.35	11.37a	

Sales: 3,000,000 lbs.

Open interest at close Tues., Dec. 31; Jan. 201, Mar. 475, May 312, and July 63 lots.

BELLIES

F.F.A. or Fresh	Frozen	F.F.A. or Fresh	Frozen
47	10/12	47	36 1/2 n
45	12/14	45	36 1/2
43@43 1/2	14/16	43	36 1/2
42%	16/18	42%	36
40n	18/20	40n	30@31
40n	20/22	40n	30
40n	22/24	40n	26 1/2 n
40n	24/26	40n	28 1/2 n
37 1/2	25/30	37 1/2	Gr. Am. froz., fresh
35	25/up, 2's in	35	D. S. Clear

FRESH PORK CUTS

Job Lot	Car Lot
45	Loins, 12/16n, 41 1/2 lb.
42	Loins, 12/16, 41@41 1/2
39	Loins, 10/20
37 1/2	Loins, 20/up
34	Butts, 8/lb.
35	Butts, 8/up
26@28	Ribs, 3/dm.
24	Ribs, 5/up

OTHER CELLAR CUTS

Frozen or Fresh	Cured
15 1/2	Square Jowls
12@13	Jowl Butts, Loose
12 1/2 n	Jowl butts, boxed

CHGO. FRESH PORK AND PORK PRODUCTS

December 31, 1957

(lb. lb.)

Hams, skinned	10/12 ..	48
Hams, skinned	12/14 ..	46
Hams, skinned	14/16 ..	44 @44 1/2
Picnics, 4/6 lbs.	.....	23 1/2
Picnics, 6/8 lbs.	.....	23
Pork loins, boneless	.....	63
Shoulders, 10/12, loose	.....	32
(Job lots, lb.)		
Pork livers	.....	12 1/2
Tenderloins, fresh, 10's	73	@76
Neck bones, bbl.	.....	10
Ears, 30's	.....	12 @14
Feet, s.c. bbls.	.....	7 @ 8

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in lots only)

Pork trimmings	.....	18 1/2
Pork trimmings	.....	20 1/2 @21
Pork trimmings	.....	30 % @36
Pork trimmings	.....	95% lean barrels
Pork head meat	.....	25
Pork cheek meat, barrels	.....	34

PACKERS' WHOLESALE LARD PRICES

P.S. or P.S. or Ref'd. in D. R. Rend. Cash T'reces (Open (Bd. Trade) (Mkt.)	P.S. or P.S. or Ref'd. in D. R. Rend. Cash T'reces (Open (Bd. Trade) (Mkt.)	Ref'd. in 50-lb. fiber cubes, f.o.b. Chicago	Ref'd. in 50-lb. tins, f.o.b. Chicago	Ref'd. in 50-lb. tins, f.o.b. Chicago	Ref'd. in 50-lb. tins, f.o.b. Chicago
Dec. 27 .10.95n	10.75	13.00n	13.00n	13.00n	13.00n
Dec. 30 .10.95n	10.50	13.00	13.00	13.00	13.00
Dec. 31 .10.95n	10.50	13.00	13.00	13.00	13.00
Jan. 1 .10.95n	10.50	13.00	13.00	13.00	13.00
Jan. 2 .12.00n	10.50	13.00n	13.00	13.00	13.00

—nominal, b—bld, a—asked.

HOG MARGINS SOME BETTER THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Live hog costs, swinging more into line with pork prices, resulted in moderate improvements in cut-out margins this week. No sensational results came about, as medium and heavy hogs still showed considerable negative margins, with lightweights just over the line.

—180-220 lbs.— 220-240 lbs.— 240-270 lbs.—

Value per cwt. Value per cwt. Value per cwt.

Lean cuts \$12.97 \$18.48 \$17.30

Fat cuts, lard 6.62 8.59 5.96

Ribs, trimm., etc. 2.03 3.01 1.91

Cost of hogs \$19.25 \$19.00 \$18.36

Condemnation loss 10 10 10

Handling, overhead 1.70 1.50 1.30

TOTAL COST 21.03 30.04 29.00

TOTAL VALUE 21.03 30.03 20.16

Cutting margin +\$.03 +\$.64 —\$.44 —\$.63 —\$ 1.32 —\$ 1.81

Margin last week21 — .32 — .84 — 1.20 — 2.26 — 3.15

PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles Dec. 31 San Francisco Dec. 30 No. Portland Dec. 31

FRESH PORK (Carcass): (Packer style) (Shipper style) (Shipper style)

80-120 lbs., U.S. No. 1-3. None quoted \$32.00@35.00

120-180 lbs., U.S. No. 1-3. \$32.00@34.00

FRESH PORK CUTS, NO. 1:

LOINS: 8-10 lbs. 45.00@51.00

10-12 lbs. 45.00@51.00

12-16 lbs. 45.00@51.00

PICNICS: (Smoked) (Smoked) (Smoked)

4-8 lbs. 32.00@37.00

HAMS: (Smoked) (Smoked) (Smoked)

12-16 lbs. 55.00@60.00

16-18 lbs. 53.00@60.00

BACON "Dry" Cure, No. 1: (Smoked) (Smoked) (Smoked)

6-8 lbs. 45.00@58.00

8-10 lbs. 44.00@55.00

10-12 lbs. 44.00@50.00

BACON, REFINED: (Western) (Western) (Western)

1-lb. cartons 18.00@19.75

50-lb. cartons & cans 15.75@19.25

TIERCES 14.50@18.75

BAKON, FANCY TRIMMED, BRISKET, 1-lb. cartons 42.00@44.00

SPARERIBS, 3/down 40.00@44.00

(I.C.L. prices, cwt.)

PORK LOINS, 8/12 47.00@53.00

PORK LOINS, 12/16 46.00@52.00

HAMS, SKINNED, 10/14 52.00@57.00

BOSTON BUTTS, 4/8 40.00@41.00

REGULAR PICNICS, 4/8 30.00@33.00

SPARERIBS, 3/down 40.00@44.00

(L.C.L. prices, cwt.)

PORK LOINS, 12/16 46.00@51.00

PORK LOINS, 16/20 45.00@50.00

HAMS, SKINNED, 10/14 53.00@59.00

BOSTON BUTTS, 4/8 40.00@45.00

PICNICS, 4/8 29.00@2.00

SPARERIBS, 3/down 37.00@41.00

(L.C.L. prices, cwt.)

PORK LOINS, 12/16 46.00@51.00

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Tuesday, December 31, 1957

BLOOD

Ground, per unit of ammonia, bulk ... 5.75n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose:
Low test 6.09n
Med. test 5.75n
High test 5.75n

PACKINGHOUSE FEEDS

Car lots, ton
50% neat, bone scraps, bagged \$ 72.50@ 75.00
50% meat, bone scraps, bulk .. 70.00@ 72.50
60% digester tankage, bagged .. 75.00@ 80.00
60% digester tankage, bulk .. 72.50@ 75.00
80% blood meal, bagged 110.00@120.00
Steak bone meal, bagged
(specially prepared) 85.00
80% steam bone meal, bagged 65.00

FERTILIZER MATERIALS

Feather tankage, ground
per unit ammonia *4.00@4.75
Hoof meal, per unit ammonia 5.75@6.25

DRY RENDERED TANKAGE

Low test, per unit prot. 1.25@1.30n
Med. test, per unit prot. 1.25n
High test, per unit prot. 1.20n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton 33.00
Cattle jaws, feet
(non-gelatine), ton 12.00@16.00
Trim bone, ton 15.00@20.00
Pigskins (gelatine), cwt. 6.50
Pigskins (rendering), piece 15@25

ANIMAL HAIR

Winter coil dried, per ton *45.00@50.00
Summer coil dried, per ton *25.00@30.00
Cattle switches, per piece 3@4
Winter processed (Nov.-March)
gray, lb. 15
Summer processed (April-Oct.)
gray, lb. 9

*Delivered, n—nominal, a—asked.

TALLOWS and GREASES

Tuesday, December 31, 1957

A mostly steady market on inedible tallow and grease was apparent late last week. There was buying inquiry on some items on a basis of 7½c, c.a.f. Chicago for bleachable fancy tallow, with offerings held fractionally higher. Some bleachable fancy tallow was offered at 7¾c, f.o.b. Chicago. Special tallow was bid at 7¼c, c.a.f. Chicago, and a few tanks sold at 7½c, c.a.f. New York. Yellow grease was bid at 6¾c, c.a.f. Chicago, 7¾c, c.a.f. New York, and at 7½c, c.a.f. Avondale, La.

Choice white grease, all hog, was bid at 8¾c, delivered East, but was held ½c higher. Bleachable fancy tallow was bid at 8¼@8¾c, same destination, product considered. Some material was offered at 8½c. Original fancy tallow was available at 8¾c, c.a.f. New York, but was bid fractionally lower. Edible tallow traded at 11½c, c.a.f. Chicago and at 10¾c, f.o.b. River points.

Only moderate trading developed on Monday of the new week. Choice white grease, all hog, sold at 8¾c,

c.a.f. New York, with later inquiry at 8½c. No material change took place on bleachable fancy tallow for that delivery point. Original fancy tallow interest also remained steady. It was reported that special tallow sold at 7¾c, c.a.f. Chicago. Reports were that several tanks of edible tallow sold at 11c, c.a.f. Chicago. A tank of the same material sold at 10½c, f.o.b. River.

The market on Tuesday was mostly a bid and offering affair on product for eastern destination, and also for the Midwest area. Choice white grease, all hog, was bid at 8¾c, and bleachable fancy tallow at 8¼@8¾c, the latter price on hard body material, all c.a.f. East. Offerings were listed at 8½c. Bleachable fancy tallow was still bid at 7¾c, c.a.f. Chicago, but was held at 7¾c, f.o.b. Chicago. Special tallow was again bid at 7¾c, and yellow grease at 6¾c, c.a.f. Chicago. The general market was of a pre-holiday character. Edible tallow sold at 11c, c.a.f. Chicago, and offered at 10½c, f.o.b. River. Later, edible tallow also sold at 10½c, c.a.f. Chicago.

TALLOWS: Tuesday's quotations:

NO PROBLEMS I SELL TO DARLING & COMPANY

Because of their—

EXCELLENCE OF SERVICE
RELIABILITY OF REPUTATION
QUALIFIED EXPERIENCE

And assistance to me with
whatever problem that may occur.

WHATEVER YOUR PROBLEMS MAY BE, CALL:

DARLING & COMPANY

Daily Pick-up Service Provided by Fleet of Trucks from Six Strategically Located Plants

CHICAGO	BUFFALO	DETROIT	CLEVELAND	CINCINNATI	ALPHA, IA.
4201 So. Ashland Chicago 9, Illinois	P.O. Box 225 Station "A" Buffalo 6, New York	P.O. Box 329 MAIN POST OFFICE Dearborn, Michigan	P.O. Box 2218 Brooklyn Station Cleveland 9, Ohio	Lockland Station Cincinnati 15, Ohio	P.O. Box 500 Alpha, Iowa
Phone: YArds 7-3000	Phone: Filmore 0655	Phone: Warwick 8-7400	Phone: ONtario 1-9000	Phone: VALley 1-2726	Phone: Waucoma 500

OR CONTACT YOUR LOCAL DARLING & COMPANY REPRESENTATIVE

HIDES AND SKINS

edible tallow, 10½c, f.o.b. River, and 10½c, Chicago basis; original fancy tallow, 8c; bleachable fancy tallow, 7½c; prime tallow, 7½c; special tallow, 7½c; No. 1 tallow, 7c; and No. 2 tallow, 6½c.

GREASES: Tuesday's quotations: choice white grease, not all hog, 7½c; B-white grease, 7½c; yellow grease, 6½c; house grease, 6½c; and brown grease, 6½c. Choice white grease, all hog, was quoted at 8½c, c.a.f. eastern price zone.

EASTERN BY-PRODUCTS

New York, Dec. 31, 1957

Dried blood was quoted today at \$4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50 per unit of ammonia and dry rendered tankage was priced at \$1.05 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, DEC. 27, 1957

	Open	High	Low	Close	Prev. close
Mar.	16.45b	16.45	16.35	16.35b	16.50
May	16.25	16.25	16.18	16.18	16.28b
July	16.09	16.09	15.94	15.94	16.09b
Sept.	15.03b	15.07	15.07	15.06b	15.14b
Oct.	14.85n	....	....	14.73a	14.85a

Sales: 283 lots.

MONDAY, DEC. 30, 1957

	Open	High	Low	Close	Prev. close
Mar.	16.35	16.44	16.21	16.44	16.35b
May	16.13	16.26	16.03	16.20	16.13b
July	15.92	16.08	15.85	16.08	15.94
Sept.	14.90b	15.10	15.06	15.10b	15.00b
Oct.	14.75a	....	....	14.89a	14.73a

Sales: 389 lots.

TUESDAY, DEC. 31, 1957

	Open	High	Low	Close	Prev. close
Mar.	16.48	16.50	16.45	16.54	16.44
May	16.37	16.40	16.33	16.36	16.26
July	16.15	16.22	16.15	16.22	16.08
Sept.	15.00b	15.22	15.22	15.10b	15.10b
Oct.	15.00a	....	....	14.95a	14.89a

Sales: 370 lots.

WEDNESDAY, JAN. 1, 1958

New Year's Day
No trading in cottonseed oil futures

THURSDAY, JAN. 2, 1958

	Open	High	Low	Close	Prev. close
Mar.	16.59	....	....	16.73	16.54
May	16.41	....	....	16.53	16.36
July	16.28	....	....	16.35b	16.22
Sept.	15.15a	....	....	15.29b	15.10b
Oct.	14.95a	....	....	15.07	14.95a

Sales: 253 lots.

VEGETABLE OILS

Tuesday, December 31, 1957

Crude cottonseed oil, f.o.b.		
Valley	14½b	
Southeast	14½n	
Texas	13½@14n	
Corn oil in tanks, f.o.b. mills	14½b	
Soybean oil, f.o.b. Decatur	11½	
Peanut oil, f.o.b. mills	16½n	
Coconut oil, f.o.b. Pacific Coast	13½n	
Cottonseed foots:		
Midwest and West Coast	2½	
East	2½	

OLEOMARGARINE

Tuesday, December 31, 1957

White dom. vegetable (30-lb. carton)	27
Yellow quarters (30-lb. cartons)	28
Milk churned pastry (30-lb. cartons)	28
Water churned pastry (30-lb. cartons)	25
Bakers, drums, ton lots	21½

OLEO OILS

Tuesday, December 31, 1957

Prime oleo stearine (slack barrels)	13½@14½
Prime oleo oil (drums)	18%
Prime oleo oil (drums)	18%

n—nominal, a—asked, b—bid, pd—paid.

Packer hides steady to higher on some cow selections in light trading—Little action on small packer and country hides at steady prices—Nominal quotations listed on calfskins and kippskins in the absence of volume trading—Sheepskin trade concentrated mostly on the longer-fleeced shearlings, with nominal prices listed.

CHICAGO

PACKER HIDES: The market was relatively quiet during the year-end week period, with trading mostly concentrated on two selections of branded steers and all three selections of cow hides. Butt-branded steers and Colorados sold at steady prices. The three selections of cow hides sold at ½c higher levels. Heavy native cows sold at 10½c on Rivers and at 11c on Chicago and Milwaukee product. Light native cows sold at 14c for Northerns, with others quoted up to 16½c. Branded cows sold at 10½c for Southwesterns.

SMALL PACKER AND COUNTRY HIDES: Steady prices prevailed in a generally quiet market. The 60-lb. average was quoted at 8½c nominal, and the 50-lb. at 11½c, also nominal. Calfskins, all weights, were quoted at 27@28c, and kippskins, all weights, at 23@24c, both nominal.

CALFSKINS AND KIPPSKINS: A quiet market in these selections. Northern calfskins, 10/15's, were quoted at 40@42½c nominal. The 10/down calfskins were quoted at 37½@38½c nominal. Northern native kippskins, 15/25's, were quoted at 31½c nominal, the 25/30's at 29½c also nominal.

SHEEPSKINS: Trading at the year-end was mostly centered on No. 1 shearlings and fall clips. The former sold at a broad range of 1.90@3.00. No. 2's were quoted at 1.50@1.90

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 331,003,000 lbs. in November. Of this volume, 164,393,000 lbs., or 49.6 per cent were shortening and other hydrogenated oils and 85,692,000 lbs., or 26.0 per cent were salad and cooking oils. Shipments of oleomargarine and/or fats amounted to 80,918,000 lbs., or 24.4 per cent of the total. Shipments of shortening and edible oils in November 1956 amounted to 416,615,000 lbs.

nominal, and No. 3's at .75@1.00 nominal. Fall clips ranged from 2.40@3.50, and dry pelts were quoted at 26c nominal.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Tuesday, Dec. 31, 1957	Cor. date Yr. ago
Lgt. native steers	15 @15½n	14½@15
Hvy. nat. steers	9 @9½n	10
Ex. lg. nat. steers	18 @18½n	17½
Butt-brnd. steers	Sn	
Colorado steers	7½n	8½
Hvy. Texas steers	Sn	9a
Light Texas steers	12n	12a
Ex. lg. Texas steers	10n	10
Heavy native cows	10 @10½n	10
Light nat. cows	14 @14½n	13½@14½n
Branded cows	9 @10½n	9 @10
Native bulls	7 @8n	8 @8½
Branded bulls	6 @7n	7 @7½
Calfskins:		
Northern, 10/15	40 @40½n	45 @47½
10 lbs./down	37½ @38½n	40n
Kips, Northern native,		
15/25 lbs.	31½n	27n

SMALL PACKER HIDES

STEERS AND COWS:		
60 lbs. and over	8½n	9 @9½

50 lbs.	11½n	11 @11½
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SMALL PACKER SKINS

Calfskins, all wts.	27 @28n	34 @35n
Kipps, Northern native,	23 @24n	23 @24n

SHEEPSKINS

Packer shearlings:		
No. 1	1.90@3.00	2.00@2.50
Dry Pelts	28n	26@27

Horsehides, untrim.	8.00@8.50n	8.00
Horsehides, trim.	7.50@8.00n	.....

N. Y. HIDE FUTURES

FRIDAY, DEC. 27, 1957

	Open	High	Low	Close
Jan.	11.15b	11.28	11.20	11.21b
Apr.	11.22b	11.51	11.49	11.51b
July	11.89	11.95	11.89	11.90b
Oct.	12.05b	.....	.....	12.15b
Jan.	12.15b	.....	.....	12.25b
Apr.	12.20b	.....	.....	12.30n

Sales: 22 lots.

MONDAY, DEC. 30, 1957

	Open	High	Low	Close
Jan.	11.28b	11.29	11.25	11.21b
Apr.	11.48b	11.50	11.48	11.48
July	11.84b	11.90	11.85	11.80b
Oct.	12.16b	.....	.....	12.15b
Jan.	12.20b	.....	.....	12.25n
Apr.	12.20b	.....	.....	12.30n

Sales: 14 lots.

TUESDAY, DEC. 31, 1957

	Open	High	Low	Close
Jan.	11.00b	11.19	11.18	11.20b
Apr.	11.35b	11.49	11.41	11.49
July	11.80	11.80	11.60	11.81b
Oct.	12.05b	.....	.....	12.10b
Jan.	12.10b	.....	.....	12.20n
Apr.	12.20b	.....	.....	12.25n

Sales: seven lots.

THURSDAY, JAN. 2, 1958

	Open	High	Low	Close
Jan.	11.10b	11.45	11.35	11.55b
Apr.	11.40b	11.79	11.55	11.79
July	11.77	11.95	11.94	12.05
Oct.	12.00b	.....	.....	12.25b
Jan.	12.10b	.....	.....	12.35n
Apr.	12.20b	.....	.....	12.40n

THE NATIONAL PROVISIONER, JANUARY 4, 1958

LIVESTOCK MARKETS...Weekly Review

Cowmen Must Concentrate On Future, Leader Says

An "agonizing analysis" of past mistakes and future objectives is needed by the beef cattle industry if it is to prosper, Don C. Collins, president of the American National Cattlemen's Association, Denver, declared recently.

Speaking at the 41st annual convention of the California Cattlemen's Association in Fresno, Collins declared that mistakes should serve only as guideposts for the future, not as everlasting problems.

"We need to get the bogies out of the closet, look them over and then forget about them in favor of constructive, dynamic action," he said. He pointed to the work of the association's fact-finding committee, headed by Californian John M. Marble, Carmel Valley, as indicative of the "determination of cowmen to concentrate on the future instead of the past."

He emphasized that one season of good grass and feed does not solve problems of oversupply and low prices which have plagued cattlemen for five years—years coinciding with a period of record-breaking drought.

"From extreme drought to extreme moisture in one year only gives us false hope that our problems have solved themselves," Collins said. "Actually, the dramatic improvement in feed conditions may have delayed our efforts to balance supply with demand by creating a false inflation for cat-

tle through heavy restocking or through piling on unneeded pounds in the feedlots.

"The industry needs moderation at this crucial time—and no amount of green grass should dull our awareness that this is a fast-moving, competitive world in which the cattle and beef industry must continue to earn a place," Collins declared.



D. C. COLLINS

Rodman Named Manager of California Beef Council

The California Beef Council, created by the 1957 legislature to promote the state's beef and beef products, has named Walter T. Rodman of Burlingame as its first manager.

Selection of Rodman, currently livestock superintendent of the Cow Palace and the Grand National Livestock Exposition, was approved by W. C. Jacobson, state director of agriculture, on the recommendation of cattle industry groups represented on the council. He will assume his new duties on January 15 at the council's headquarters in the Flood bldg., San Francisco.

The beef council will undertake a consumer education, research and advertising program designed to promote wider use of California's beef and beef products, according to Rodman. The program, under terms of the legislative act which authorized it, will operate under the state department of agriculture.

Cost of the program will be met by assessments of 10c per head on all beef slaughtered in California, with brand inspectors of the bureau of livestock identification collecting the payments. Disbursement of funds so collected will be under the control of the state of California.

Auction Markets Approve Research; Sponsor Congress

Approval of plans for sponsorship and establishment of a livestock market foundation, as proposed by group president Forest Noel, was revealed at the recent mid-year meeting of the board of directors of the American National Livestock Auction Association which was held in Kansas City, Missouri.

Prefacing the board's formal action, Noel urged that directors and members of the national livestock auction market trade association assume leadership in setting up the foundation to furnish market development studies, forecasts, trends, and price data "as a public service for the mutual benefit and future progress of the nation's livestock markets, their consignors, buyers and all segments of the industry."

The ANLAA board also approved preliminary plans for the group's 1958 convention and sponsorship of the first national Livestock Marketing Congress to be held at New Orleans on June 12, 13 and 14.

British Champ Comes Heavy

It requires a lot of "beef" to win a grand championship at a British livestock show. The steer which was adjudged "supreme champion" at Smithfield, England's foremost livestock show, weighed in excess of 1,400 lbs. It was a two and one-half-year-old Angus. Its American counterpart, the grand champion at the International, was a Hereford weighing 1,035 lbs. and about 15 months old. The British champion sold at £1,100, or about \$3,080, while "Honeymoon" was purchased by Arthur Godfrey for \$31,050.

CUT COSTS—
KEEP QUALITY HIGH WITH

Tietolin

THE PERFECT ALBUMIN BINDER

FIRST SPICE Mixing Company, Inc.
NEW YORK 13, N.Y.
SAN FRANCISCO 7, CAL.—TORONTO 10, CANADA

GEO. S. HESS R. Q. (PETE) LINE

INDIANAPOLIS HOG MARKET

HESS-LINE CO.

HOG ORDER BUYERS EXCLUSIVELY

TELEPHONE MELROSE 7-5481

HESS-LINE CO.

EXCHANGE BLDG. INDIANAPOLIS STOCK YARDS
INDIANAPOLIS 21, IND.

SLAUGHTER REPORTS

week
ated by

Special reports to THE NATION-
AL PROVISIONER showing the
number of livestock slaughtered at
13 centers for the week ended Dec.
28, 1957, compared:

Sheep &
Lambs

33,061
2,669

11,533
4,939

9,429
6,067

9,814
9,808

5,179
26,687

4,939
2,669

10,504
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CATTLE

	Week ended	Cor.	Prev. week	Dec. 28	1956
Chicago	17,068	25,396	23,034		
Kan. City	9,533	14,928	17,331		
Omaha*	3,635	4,575	2,263		
N. S. Yards†	6,030	8,194	9,342		
St. Joseph‡	1,510	10,259	12,700		
Sioux City†	1,763	12,150	10,996		
Wichita*	2,064	3,776	4,044		
New York	12,051	15,310	9,749		
Okla. City†	2,575	5,711	4,436		
Cincinnati†§	2,918	4,459	3,303		
Denver	7,532	8,420	14,516		
St. Paul†	9,529	14,876	12,000		
Milwaukee‡	3,316	5,332	2,025		
Totals	99,384	131,817	148,245		

HOGS

	Dec. 24	25	26	27	28
Chicago	20,871	29,785	25,784		
Kan. City	10,490	14,744	11,190		
Omaha*‡	11,937	12,870	39,126		
N. S. Yards†	29,625	40,301	30,184		
St. Joseph‡	10,031	28,369	21,613		
Sioux City†	21,532	21,285	10,223		
Wichita*	9,644	12,650	6,521		
New York &					
Jer. City†	47,698	63,726	51,541		
Okla. City†	7,78	11,634	9,847		
Cincinnati†§	9,018	10,481	11,101		
Denver	8,433	10,824	6,227		
St. Paul†	36,471	48,768	31,298		
Milwaukee‡	3,482	5,618	3,142		
Totals	233,610	311,015	258,012		

SHEEP

	Dec. 24	25	26	27	28
Chicago	3,056	5,793	7,151		
Kan. City	1,778	3,583	3,469		
Omaha*‡	1,889	2,391	7,922		
N. S. Yards†	2,892	5,083	6,843		
St. Joseph‡	4,008	6,746	5,085		
Sioux City†	2,079	2,547	4,678		
Wichita*	7,198	2,616	2,164		
New York &					
Jer. City†	33,971	38,587	30,907		
Okla. City†	735	1,403	5,045		
Cincinnati†§	369	151	202		
Denver	5,072	9,012	10,735		
St. Paul†	3,638	5,350	5,829		
Milwaukee‡	513	1,302	1,264		
Totals	60,331	82,744	91,200		

*Cattle and calves.

†Formerly inspected slaughter,

including directs.

‡Stockyards sales for local slaughter.

§Stockyards receipts for local

slaughter, including directs.

**Including hogs at 31st street.

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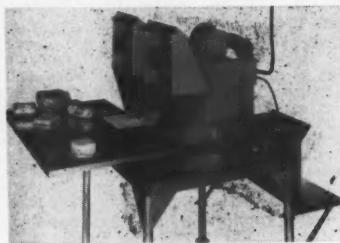
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WONDERING WHAT TO DO ABOUT Loose Packages?

This Great Lakes Junior Wrap-and-Shrink Unit is the Answer!



For wrapping butts, squares, chunks and piece items, with junior shrink unit for giving handsome, skin-tight visibility to wrap. Handles any item to half-ham size. Wrapping table has film dispensers and heat sealing plates for two operators; shrink unit takes full production of both. Write!



Even items wrapped relatively loosely in heat-shrink film will have skin-tight snappy appearance, less product shrink, greater saleability, after going through shrink unit. Once wrapped no extra handling needed; conveyor takes packages through tunnel to discharge at rear. Uses dry heated air in turbulent motion to shrink wraps; no messy steam or water. Insulated to save power and refrigeration. Faster "Non-fussy" wrapping will alone give time savings to repay cost of unit. Ask for details.

1937 our
25th
year

Great Lakes STAMP & MFG. CO.

2500 IRVING PARK ROAD, CHICAGO 18, ILLINOIS

Worlds Largest Makers of Meat Branding and Marking Equipment.
Packaging, Labelling and Identification Equipment.

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c

each. Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch. Contract rates on request.

POSITION WANTED

INDUSTRIAL ENGINEER: With good supervisory experience and full knowledge of packing-house methods, costs, and standards. Strong on packaging, would like a position in a supervisory capacity, preferably in packaging and can be used for methods and standards in other departments. Age 44, healthy, pleasing personality. Good references. Willing to relocate. W-1, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER - SUPERINTENDENT: College educated, age 50, 30 years with major and independent meat packers. Presently employed by major packer in managerial position. CAN GUARANTEE PROFITABLE RESULTS. Experience includes beef, pork, veal and lamb. Return to far west or southwest reason desire change. W-491, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXECUTIVE POSITION: With large positive and sincere thinking company wanted by Belgian merchant. Now residing in Middle West. Thorough experience: extensive international relations with import-export sausage casings, close European relations with cured and frozen meat and by-products. Disposed, reluctant and to travel abroad. Concrete propositions wanted. W-503, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUSAGE MAKER: Would accept position in small southern plant with salary and incentive based on tonnage increase. W-494, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISOR: Hog kill, cut and other packing house experience. Young and ambitious. W-502, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF DEPARTMENT MANAGER: Well qualified. Familiar with boning and breaking. Available soon. W-2, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BROKER: St. Louis Area. What have you? Commission basis. W-501, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

MEAT CASINGS—TECHNICAL SALES SERVICE REPRESENTATIVE

Important manufacturer of packaging films has a current vacancy in technical sales service of the meat-casing operations. Require some experience in meat-packing industry together with the interest, aptitude, and personality for technical sales service. College degree in animal husbandry is desirable. Work location is in Fredericksburg, Virginia.

Interested candidates are invited to submit a resume outlining education, experience, and salary requirement to:

Recruitment Manager
American Viscose Corporation
1617 Pennsylvania Boulevard
Philadelphia 3, Pennsylvania

WANTED: Aggressive, creative meat broker to establish and manage the Eastern office for a mid-western brokerage company. The man we will hire must have an excellent reputation, know beef and pork, and have a loyal following in the dressed meat trades. Our employees know of this ad, and all replies will be treated in the strictest confidence. W-3, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER
Rendering plant, edible blending and inedible dry rendering, located in mid-west. Experienced manager to develop sales and purchase contracts for raw materials with adjacent killers, boners and fabricators. State fully experience, personal history, compensation, commission or salary. No consideration given to incomplete reply. W-498, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES POSITION: Open for experienced casing or packinghouse man. S. OPPENHEIMER & CO. Inc., 55 E. Washington St., Chicago 2, Ill. Phone CENTRAL 6-1236.

NORCROSS

Stainless Steel

MEAT FORKS



Better and more economical! They are easy to clean and sterilize... never need re-finishing... light in weight, only 5 pounds. Hundreds of plants from coast to coast have switched to these sanitary, non-rusting forks... and praise them highly!

Available in 32 in. "D" and 48 in. straight-type handles... 4 tines or 5 tines. Polished tines, satin-finish handles.

ORDER A SAMPLE FOR TEST
C. S. NORCROSS & SONS CO.
BUSHNELL, ILLINOIS

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CLASSIFIED ADVERTISING PAYABLE IN ADVANCE
PLEASE REMIT WITH ORDER.

HELP WANTED

SEASONING SALESMAN

To headquarter in Chicago, to call on the trade in Michigan, Indiana and Illinois. Compensation commensurate with ability and background. Selling experience not particularly necessary. Knowledge of meat processing is required. Address all replies (which will be held in strict confidence) to:

Mr. Sol Morton
MEAT INDUSTRY SUPPLIERS, Inc.
770 Frontage Rd., Northfield, Illinois

SALESMEN'S OPPORTUNITY: Calling on meat packers to sell full line of seasonings and flavoring items. Excellent chance for aggressive, technically competent man to learn and earn well. We are a well established firm with progressive ideas. Apply by mail confidentially. Our salesmen know of this ad. W-35. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CANNING PLANT SUPERINTENDENT
Man fully qualified to supervise and insure quality and lower cost in small meat canning operations. Inspected establishment in city or in eastern seaboard. Should have familiarity with canning processes and high speed canning machinery operations. W-495, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BROKER SALESMAN
CALLING ON SAUSAGE TRADE**
To carry extra line. To sell high grade dried pickles—cans or barrels, for pickle and pimento loaf. Some territories still open.

ACE PICKLE COMPANY
1622 S. Keeler Ave., Chicago 23, Ill.
COOLER MANAGER: For beef and pork whole saler house on Fulton Market, Chicago. Good sales and profit sharing. Give age and experience in first letter. Opening February 1, 1958. W-500. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Someone with experience in freezing, packaging, and shipping consumer meats. Located in southern North Carolina. W-497. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago, 10, Ill.

CLASSIFIED ADVERTISING

PLANTS WANTED

WANTED TO BUY OR LEASE BEEF AND PORK PLANT

Prefer company with operating loss for tax purposes. B.A.I. not essential. Capacity 50 to 500 head per eight hours. Does not have to be full plant. Used or operating. Location immaterial. For immediate consideration: send full details in first reply. Photo, sketch, or print if possible. Describe particularly: sever system, water supply, refrigeration, hat age and description of heavier machinery, price, etc.

All replies held strictly confidential.

We are an operating company, not brokers. W-9, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Buy, lease, or partnership of medium size packing plant. Have some capital but guarantee highest and successful service. Can provide the most excellent references. Want full details. Prefer the East. PW-5, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

IMMEDIATE POSSESSION STATE INSPECTED KANSAS PACKING PLANTS

METROPOLITAN: Serves greater Wichita area of 300,000. Must sell or lease to close estate. \$125,000.00.

RURAL: Serves 3 eastern counties. Owners want to retire. \$40,000.00.

CHAS. BASSE REALTY
404 Schweiter Building Wichita, Kansas
Phone Amherst 5-8482

MODERNLY EQUIPPED: 50' x 65' meat plant for restaurant supply branch house, portion control, retail, etc. Tracked cooler 25' x 50'. Freezer 50,000 lb. capacity. Retail store 25' x 65'.

GIANT MEAT SUPPLY

12628 W. Dixie Hwy. North Miami, Florida

FOR SALE: Large solvent extraction rendering plant combined with high capacity blending and milling operations and storage. Located in Chicago area, convenient to all transportation facilities. FS-6, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MISCELLANEOUS

Owner of U. S. inspected modern, low overhead plant interested in packing private or own label. Equipped and able to make any frozen portion control, smoked or sausage product in volume. Large or small accounts invited to inquire. Replies confidential. Write W-7, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASINGS WANTED: Steady cash buyers for: 2½ inches diameter, 18 inches long, 3½ inches diameter, 20 inches long, cut middle ends. Both ends the same diameter. W-8, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BUSINESS OPPORTUNITIES

MEAT BUSINESS

UPSTATE NEW YORK

100 miles from New York City. Retail and wholesale. \$800,000 annually. Modern slaughtering facilities (not used now). Non-union. Owner retiring. Write

BOXER CO.

WOODSTOCK, NEW YORK

(Meat Industry Brokers-Consultants, National)

SAN JOSE, CALIFORNIA: Lessee of modern 3 bed packinghouse equipped for all species. Federally Inspected, will custom slaughter or sublet. Corporation with loss carryover available. W-511, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG • CATTLE • SHEEP

SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer
Broker • Counsellor • Exporter • Importer

SAMI S. SVENDSEN
407 SO. DEARBORN ST., CHICAGO 5, ILL.

EQUIPMENT FOR SALE

YOUR PACKAGED MEATS NEED CODE DATING

We offer a Complete Line of Code Daters and Name Markers—Automatic for conveyor Lines and Wrapping Machines—also Power-driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem

KIWI CODERS CORPORATION
4027 N. Kedzie Ave. Chicago 18, Ill.

MEAT SAMPLING KNIVES FOR ADVERTISING AND GIFT USE

Folding pocket style. Stainless steel blade, 5½" long over-all. Simulated Ivory handle engraved with your advertising 25 or more, \$1.75 each.

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GET INTO THE BACON BUSINESS

1—Dohm & Neike Rindmaster

1—U. S. Slicer H. D-3 with conveyor

1—Six Station Stainless Steel conveyor line with six stainless steel scale tables and one end table.

New replacement cost, \$8875.00. All three in excellent condition—at \$2435.00. FS-508, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ANDERSON EXPELLERS

4 All Models, Rebuilt, Guaranteed

We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penna.

SILENT CUTTER: 100# capacity, German make, new. Sacrifice price \$750.00. CRACKLING PRESS: Hand hydraulic T. Albright size #2, used one week, \$300.00.

CHARLES ABRAMS, INC.

460 N. American St., Phone WALnut 2-2218
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FOR SALE: Complete Anco chip steak, hamburger, and fabricated meat production line, including #832, slicer and conveyor, and #766, grinder extruder. Less than six months old. FS-500, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 2 boilers, 1 Dutton, 40 H.P. Series "4000" boiler. Recently overhauled and completely reconditioned. A-1 condition, can be seen in operation, \$2,500.00. 1 Juneau 15 H.P. boiler. Also recently overhauled, \$400.00. Wish to replace these two with one large boiler. Write: KRESS PACKING COMPANY, Waterloo, Wisconsin.

FOR SALE: One Model FB Package Machinery Company Bacon Wrapping Machine. Purchased new October, 1953; excellent condition and operates as good as new. Price \$4,750.00 F.O.B. Bessemer, Alabama. Contact R. L. Zeigler, Inc., Bessemer, Alabama.

FOR SALE: Complete Naptha extractor plant. Complete in detail. Just like new at a bargain. Also large size Metts-Merrill Hog, and Allbright-Nell Burr Press, 350 ton. Hill Packing Company, P. O. Box 148, Topeka, Kansas.

CHEVROLET: 1954 1½ ton Chevrolet Model 3803. Insulated and refrigerated body 96" x 73" x 60" H. Perfect for smoked and fresh meat delivery. \$1650.00. THE HERTZ CORPORATION, 450 Melwood St., Pittsburgh 13, Pa.

HOY MOLDS: No. 112, spring type lids, in excellent condition. \$15.00 each. F.O.B. Lincoln, Nebr. Reply: American Stores Co., P. O. Box 151, Lincoln, Nebr.

EQUIPMENT WANTED

WANTED TO BUY: Tankage Press, small size. Contact: Hill Packing Co., P. O. Box 148, Topeka, Kansas.

BARLIANT'S WEEKLY SPECIALS

Current General Offerings

Sausage & Bacon

9579—BACON PRESS:	Dohm & Neike Jr. mdl. 2 yrs. old, little used, like new	\$2,950.00
9780—JOURDAN COOKER:	TDC, 2-stage, double cabinet cooker, semi-stainless steel construction, 42" sticks, little used	\$2,650.00
9345—HYDRAULIC SLICER:	Anco #832, for luncheon meats, latest style	\$3,000.00
9580—BACON SLICER:	U.S. HD. #3, stainless steel sides, shingling conveyor 75" long	\$950.00
9595—CURING MACHINES:	(3) Griffith "Pneumatic" New in 1953	\$750.00
9758—STUFFER:	Anco 500# w/valves	\$1,250.00
9722—STUFFER:	Randall 500# with stuffing valves & air piping	\$1,250.00
9165—STUFFER:	Globe 200#, with stuffing valves & air piping	\$1,250.00
9755—GRINDER:	Buffalo #66B, 25 HP.	\$725.00
9571—GRINDER:	Boss #56, serial #31014, direct connected to 5 HP. motor	\$550.00
9767—GRINDER:	Enterprise mdl. 68-H, 40 HP. with steel table, little used	Bids requested
9710—SILENT CUTTER:	Buffalo #65-B, 500#, self-emptying, 10-knives, 60 HP. motor	\$2,250.00
9319—SILENT CUTTER:	Buffalo #38-B, 175# 15 HP. mtr. recond., excellent cond.	\$850.00
9626—STICK WASHER:	42½" x 30" cyl., 1" perforations, 1½" HP. mtr., for 42" sticks	\$525.00
9751—PORK-CUT SKINNER:	Townsend #27	\$575.00
9242—SAUSAGE DISPENSER:	Boss, serial #SM45, size #2, ¾ to 5 lbs.	\$225.00
9756—LOAF DIP TANKS:	(2) Advance, gas fired, 1—stainless steel	\$325.00
	1—galvanized	\$250.00
9577—BACON SLICER:	U.S. 170-G, conv.	\$750.00
9386—PICKLE PUMPS:	(2) Griffith's Big Boy #24, excellent condition	\$195.00
9662—HAM MOULDS:	(76) Globe Hoy #112, stainless steel, w/covers & springs	ea. \$11.50
9753—HAM MOULDS:	(110) Adelmann, stainless steel with covers:	
54—#0-2-G, 12" x 5½" x 5¼"	ea. \$13.50	
60—#2-0-E, 12" x 6½" x 5"	ea. \$13.50	
9428—LOAF PANS:	(730) Lidseen #6, stainless steel, 9¾" x 5" x 3½" deep	ea. \$1.75
9742—STICK STORAGE TRUCKS:	(3) similar Globe #7380, heavy duty type	ea. \$25.00

Rendering & Lard

9124—LARD VOTATOR:	Jr. model L-51-A, serial #6475, 3000# per hour	\$2,750.00
9728—HOG:	Mitts & Merrill #15 CRD, 12" x 14" opening, completely rebuilt, w/75 HP. mtr.	\$2,250.00
9475—EXPELLER:	Anderson R.B., magnetic separator & conveyor, extra 20 HP. motor	\$2,750.00
9199—BONE GRINDER:	Dupps, 29" x 14" opening, 25-30 HP. w/pulleys & V-belts	\$625.00
9127—LARD FILLER:	Anco-Harrington, size #2, ser. #069, single spout, for ½ to 5 lb. pkgs., 80" x 30" x 33" H., stainless steel top table	\$425.00
9367—KETTLES:	steam jacketed, ASME coded, 40# W.P., with valves & covers:	
27—80 gal. stainless clad	ea. \$195.00	
12—60 gal. stainless clad	ea. \$140.00	
9272—KETTLE:	steam jacketed, 40 gal. cap., stainless steel clad, cover & stand	\$125.00

Miscellaneous

9717—AMMONIA COMPRESSOR:	Carrier mdl. 561-109, 10 ton cap., very little used	\$650.00
9447—CARCASS SPLITTING SAW:	Geo. Wells GW334, mdl. #54, ¾ HP. motor	\$350.00
9420—BAND SAW:	Jim Vaughan mdl. "E" for packhouse use, 15" wheel, stainless steel movable table, 1½ HP. mtr., A-1 cond.	\$475.00

Now in stock—New B.A.I. Steel Lockers 15" wide, 18" deep, 60" high, with sloping top, seat brackets, 16" high legs, padlock attachment.

single row—three wide.
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